

Third Quarter 2021 Review

October 28, 2021

Seth P. Bernstein, President & Chief Executive Officer Ajai Kaul, SVP, Chief Executive Officer, Asia Pacific Ali Dibadj, Chief Financial Officer & Head of Strategy

Cautions Regarding Forward-Looking Statements

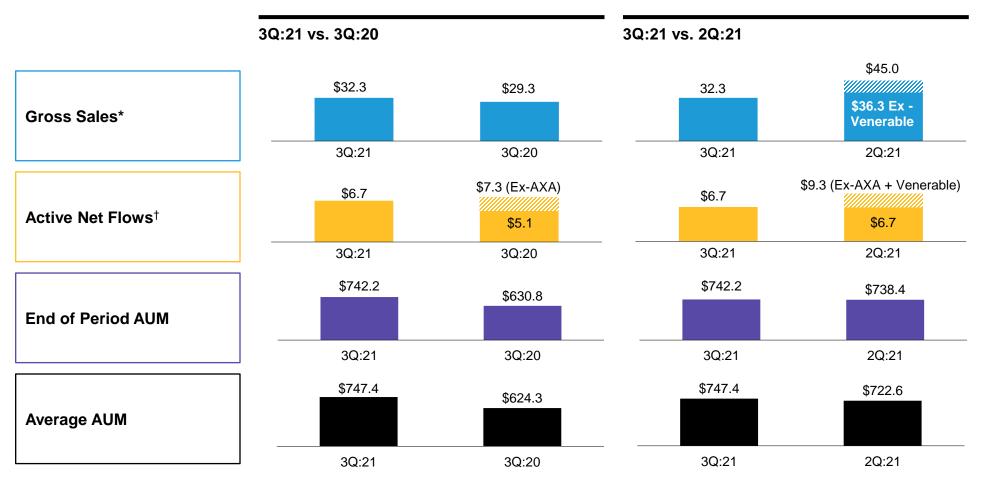
Certain statements provided by management in this presentation are "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. Such forward-looking statements are subject to risks, uncertainties and other factors that could cause actual results to differ materially 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, 2020 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

Seth P. Bernstein President & Chief Executive Officer

Firmwide Overview: Third Quarter 2021



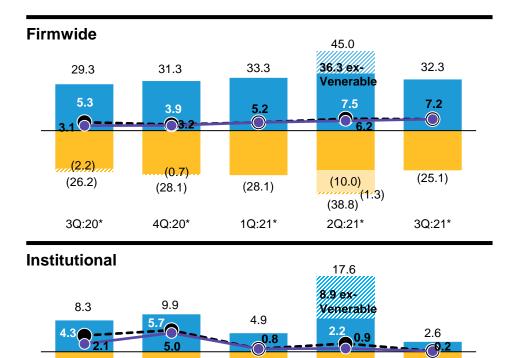
USD billions; scales differ by chart

*Shaded region represents \$8.7B 2Q21 sales related to the Venerable transaction

†3Q:21: total net inflows of \$7.2B with \$6.7B active inflows and \$0.5B passive inflows. 2Q:21: total net inflows of \$6.2B with \$6.7B active net inflows and (\$0.5B) passive net outflows. 3Q20: total net inflows of \$3.1B with \$5.1B active net inflows and (\$2.0B) passive net outflows. Shaded regions exclude AXA outflows of (\$1.3B) and Venerable outflows of (\$1.3B) in 2Q:21 and AXA outflows of (\$2.2B) in 3Q20.

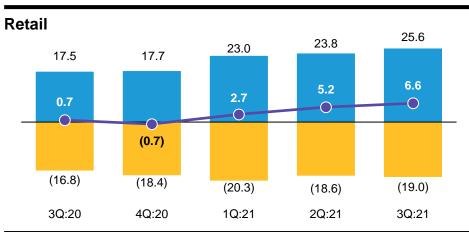


Asset Flows by Distribution Channel: Quarterly Trend

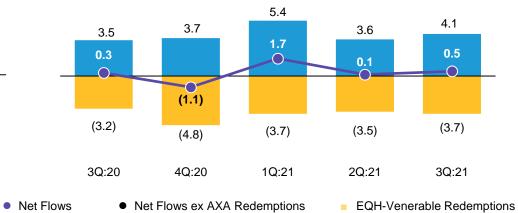


(4.1)

1Q:21*



Private Wealth



*Institutional net USD billions; scales differ by chart

(0.7)

(4.9)

4Q:20*

Gross Redemptions

Outflows include previously disclosed AXA S.A. terminated mandates of \$1.3B in 2Q:21, \$0.7B in 4Q:20, \$2.2B in 3Q:20, \$7.9B in 2Q:20. In 2Q:21 AB had \$8.7B of institutional inflows and (\$10.0B) of outflows due to Equitable-Venerable transaction. Figures shown may vary from reported figures due to rounding.

(2.4)

3Q:21*

(10.0)

2Q:21*

(1.3) (16.7)

AXA Redemptions



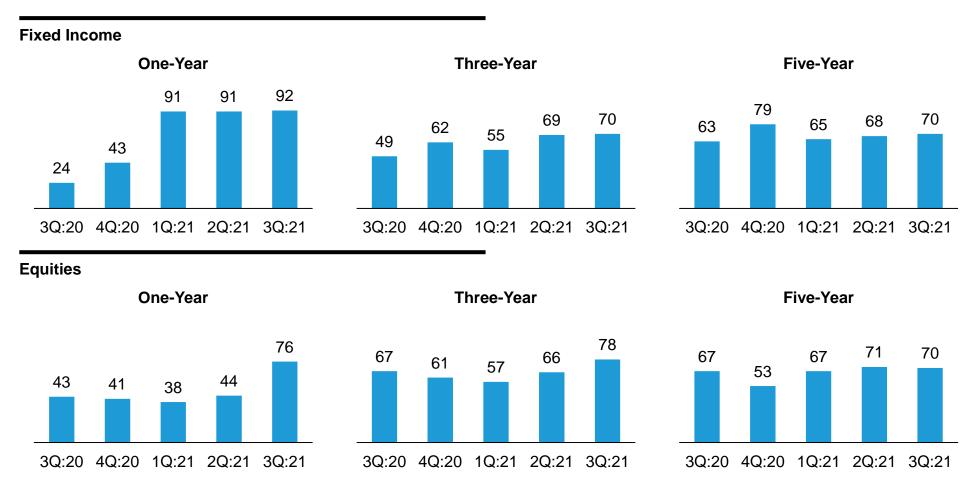
(2.2)

(6.2)

3Q:20*

Gross Sales

Percentage of Assets Outperforming at Quarter-End

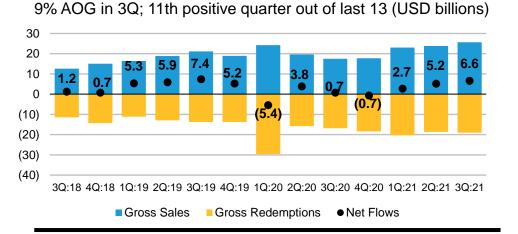


Percentage of active fixed income and equity assets in institutional services that outperformed their benchmark gross of fees and percentage of active fixed income and equity assets in retail Advisor and I share class funds ranked in the top half of their Morningstar category. Where no Advisor class exists, A share class used. Performance for private client services included as available.

As of September 30, 2021



Retail Highlights



Broad Offering Drives Consistent Organic Growth

20,000 15,000 10,000 5,000 0 10;2Q;3Q;4Q;1Q;2Q;3Q;4Q;1Q;2Q;3Q;4Q;1Q;2Q;3Q;4Q;1Q;2Q;3Q; 17,17,17,18,18,18,18,19,19,19,19,20,20,20,20,21,21,21

Active Equity Quarterly Gross Sales (2017–Present)

Third Quarter 2021 Highlights

Record Sales and Flows

- Record gross sales of \$25.6B; up \$8B or 46% Y/Y, and up \$2B or 7% Q/Q
- Improved redemption rate of 26%, down from 31% 3Q '20 and 27% 2Q 21
- Net inflows +\$6.6B, annualized organic growth (AOG) 9%; positive 11 of last 13 quarters

Robust Growth in Active Equities and Municipals

- Active equity sales of \$15.3B, +74% Y/Y, +6% Q/Q
- 18th straight quarter of active equity net inflows, +\$6.3B or 19% AOG
- 10 different equity products exceeded \$100M net flows
- FI net flows +\$0.9B; municipal +\$1.5B (23% AOG) partially offset by taxable FI outflows. American Income redemptions improved by \$0.5B sequentially.

Milestones

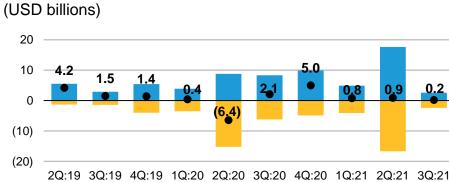
- Positive net flows across all regions
- AB US Retail actively managed fund net inflow rankings⁽¹⁾:
 - **U.S. Equity** funds ranked **14th out of 451** managers; Small Cap Growth 1/157 funds, Large Cap Growth 12/311 funds.
 - Int'l Equity funds ranked 29/249 managers; Global Core Equity 4/95 funds
 - Alts: US Select Equity Long/Short 3/81 funds
 - Muni funds 12/110 managers; Municipal Bond Inflation 6/68 funds

¹ Source: ISS MI Simfund. Actively managed long-term funds only. Excludes 529 FoFs and closed-end.



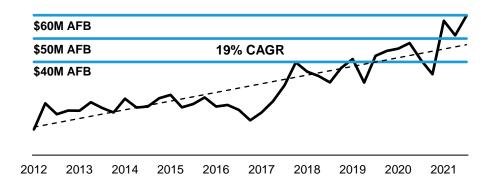
Institutional Highlights

Organic Growth in 9/10 Trailing Quarters



2Q:19 3Q:19 4Q:19 1Q:20 2Q:20 3Q:20 4Q:20 1Q:21 2Q:2 ■ Gross Sales ■ Gross Redemptions ● Net Flows

Pipeline Annualized Fee Base ("AFB") \$60 Mil., led by Alts Data through 3Q:21 (USD millions)



Third Quarter 2021 Highlights

Sales and Flows

- Gross sales of \$2.6B, down -85% vs. an extraordinary 2Q21 impacted by the EQH-Venerable transaction, and -68% Y/Y
- Moderate outflows of \$2.4B; low 2.9% annualized redemption rate
- Net inflows of \$0.2B; 5th consecutive quarter of organic growth with 9 of last 10 quarters positive (10 of 10 ex-AXA redemptions)

Continued Solid Active Equity Sales; Net Inflows in FI and Alts

- Taxable Fixed Income and Alts drive net inflows for the channel
- 3Q active equity sales >\$850M for 17th consecutive quarter

Strong Pipeline and Annualized Fee Base (AFB)

- \$20.6B quarter-end pipeline^{*}, up 22% Y/Y and 16% Q/Q
- Pipeline AFB of \$60M
- Notable 3Q pipeline adds:
 - EM Debt Diversified: \$800mm
 - China A Shares Value: \$620mm
 - Asturias Capital (Liquid Alts): \$300mm

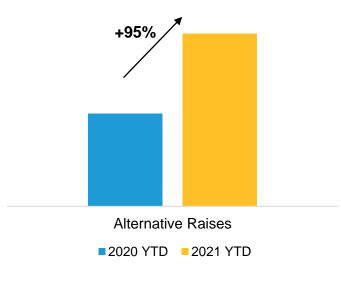
*Total assets awarded and pending funding as of quarter-end; 3Q represents a record level since AB began tracking in 2011.

Private Wealth Management Highlights



Positive Net Flows in 3Q, and in 4 of last 5 guarters

Acceleration in Alternative Raises, 2021 YTD vs 2020 YTD



Third Quarter 2021 Highlights

Double-Digit Sales Growth Rate vs. Prior Periods

- Gross sales of \$4.1B, up 15% both Y/Y and Q/Q
- FA Productivity up 17% Y/Y and 13% Q/Q
- Net inflows of \$0.5B; positive 4 of last 5 quarters¹

Driven by Continued Strong Client Engagement

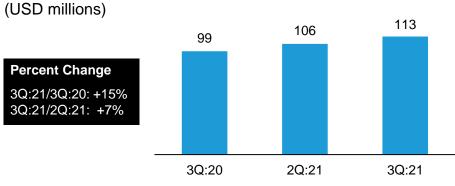
- Pre-liquidity event planning generating accelerating flows, with strong pipeline
- Continued mix shift towards Ultra HNW category
- \$78M Qualified Opportunity Fund raise focused on tax-efficient investing
- YTD Alternative raises +95% vs prior YTD

Innovation Supports Differentiated Allocations to Meet Diverse Client Needs

- Proprietary SMA Tax-Loss Harvesting Portfolio \$1.2B in AUM, up 277% Y/Y and 19% Q/Q
- Muni Impact portfolio now \$1.3B of AUM, +36% Y/Y
- Private Wealth grew ESG AUM to \$6.4B in AUM, up 75% Y/Y and 6% Q/Q

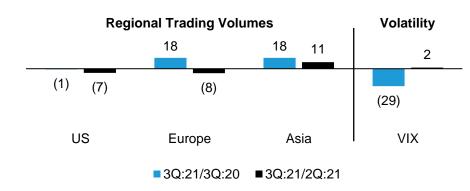
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Bernstein Research Highlights



Bernstein Research Quarterly Revenues

Regional Volumes and Volatility* (% change)



Third Quarter 2021 Highlights

Growth in Institutional Trading Volumes

- Revenues of \$113M, +15% Y/Y, +7% Q/Q
- Solid Y/Y revenue growth in all regions; Europe up strongly with Asia continuing to lead growth

Continued Asia Growth Supported by Asian Investments

 Asia trading commissions up >40% Y/Y; India revenue continues to ramp strongly, up >70% Y/Y

Strong Client Engagement with Differentiated Research Platform

- Research checks continue to grow at double-digit rates, reflecting premium research franchise
- 18th Annual Pan-European Strategic Decisions Conference with >1,000 investors highly engaged across >400 meetings
- 3 new sector initiations: European Food Retail, European Telecom, Chinese Pharma and Biotech

*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 3Q21

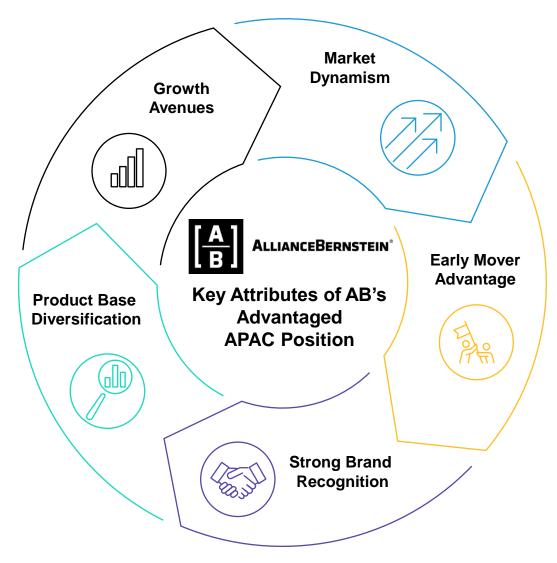
Firmwide Initiative	Progress
Dull	
Deliver superior investment solutions to clients	 Active Equity: 78% of assets in outperforming services for 3-yr period; 76% for 1-yr and 70% for 5-yr Fixed Income: 70% of assets in outperforming services for 3-yr period; 92% for 1-yr and 70% for 5-yr 75% of US and 55% of Lux assets rated 4/5-stars by Morningstar at quarter-end
Develop, commercialize and scale our suite of services	 Diversified offerings driving organic growth across all channels Retail: 9% AOG (positive last 11 of 13 qtrs); 18 straight quarters of active equity net inflows Institutional: Net flows positive 9 of last 10 qtrs; strong \$20.6B pipeline, AFB \$60M >50% Alts Private Wealth: 2% AOG; net inflows 4 of last 5 quarters Differentiated product amplifying growth ESG: Portfolios with Purpose \$27B in AUM, +88% Y/Y, +11% Q/Q Alternatives/Multi-Asset: 4% AOG; Continued European CRED deployment Municipals: 11% AOG, with 99% of AUM in 4/5-star rated funds
Maintain strong incremental margins	 Adjusted 3Q operating margin of 31.8%, up 210 bps Y/Y Adjusted EPU of \$0.89, up 29% Y/Y Nashville relocation accretion now estimated \$0.04/EPU 2021, up from \$0.02/EPU prior

Ajai Kaul SVP, Chief Executive Officer, Asia Pacific

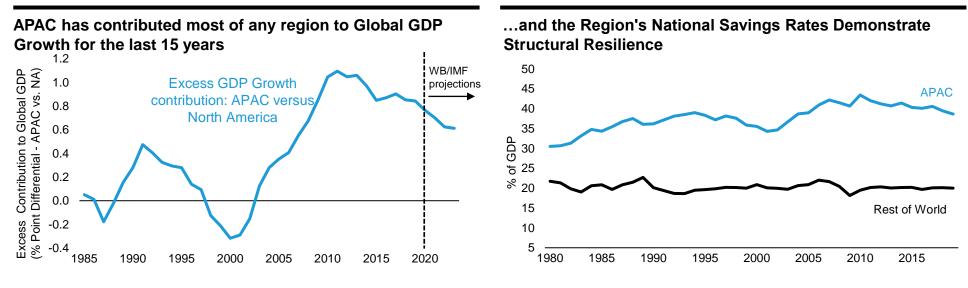
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AB is Well-Positioned to Capitalize on Asia's Growth Potential

[<u>A</u>] B]

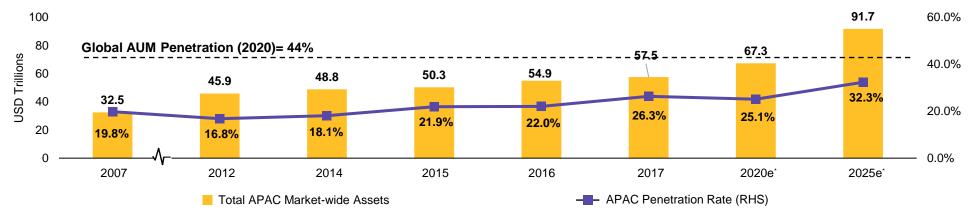


APAC is a Large and Fast-Growing Region with Significant Growth Potential



Actual data through 2020; Projections for 2021-2023 from World Bank and IMF. Source: World Bank Development Indicators, World Bank, IMF, Bloomberg, Haver Analytics Data through 2020 Source: World Bank Development Indicators / Haver Analytics

Since 2007 APAC Market-wide Assets Have Grown at 6% CAGR; Professionally-Managed Assets Represent Just 25% of AUM



*Sources/Estimates: PwC analysis. Past data based on OECD, World Bank, FSB, Credit Suisse, SEF Institute

We Have Invested Time and Capital Consistently to Build a Strong Regional Footprint in APAC...

APAC Expansion	Milestones
Expansion	2008 - Formed local asset 2006 management company
1986 Japan	Acquired full ownership - Acquired full ownership in Korea 2010 2015 2015 - Launched - Appointed as first - Started Currency capability and - Acquired a SITE Kong domicile 2019 2021
	Global High batch of China's Social Hedged Share Classes received QFII quota in Taiwan and funds - Received - Launched Income / Security Fund's foreign WFOE PFM an Active
1991 Australia	Global High Yield manager – both equity and fixed income both equity business Income ETF in Australia
1992 Singapore	2002 2007 2009 2011 2014 2018 2020 - Started to pay managed dividend - Started QDII in China - Started Target Date Funds in Japan - Acquired full ownership in - Launched AA class - Launched USLCS' - Received QDLP License - Submitted Application for
	for our fixed- Started local pricingAustraliaperformance-basedin ChinaFMC Licenseincome productsconvenience in thedividend productin China(AT share class)region and the ADFMCin China
1997 Hong Kong	share class
2001	
Taiwan	
	AB Ranked 12 th in AUM ⁽¹⁾
2003 Korea	
2006 China	

 $\left[\frac{A}{B}\right]$

....and Have Developed Strong Brand Presence Across APAC...



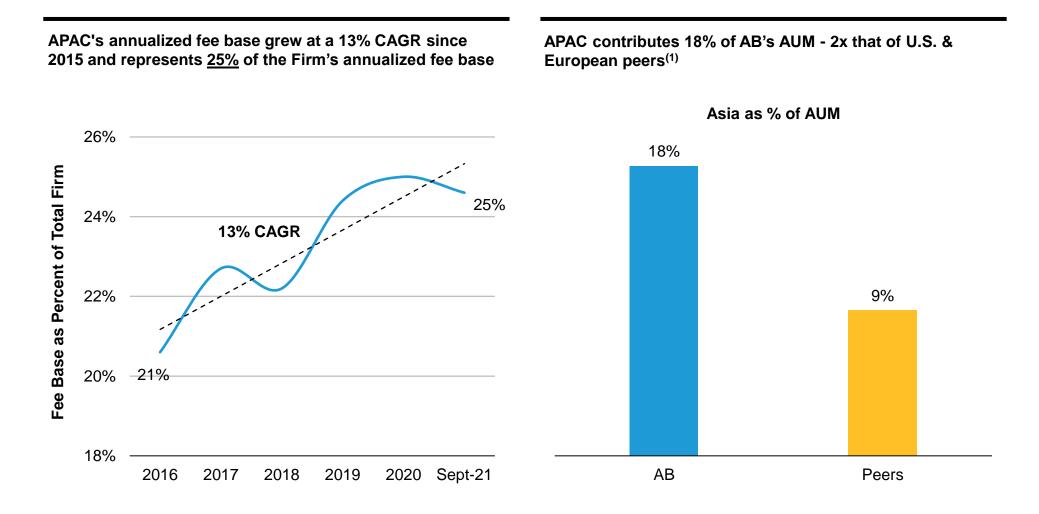
What our clients say about us ...



AB's Online content has over 5.1M views YTD Pioneered Chatbot in Taiwan; recognized for FinTech Innovation¹ Released retail ESG video in HK; 500k+ views in 2 months Partnered with Sina on ESG Global Leader Summit in China 2.2M views in live stream, 6.6M post-event views

Leveraged gamification in China and Taiwan to engage younger investors

...Resulting in AB's Competitively-Advantaged Position in Asia...



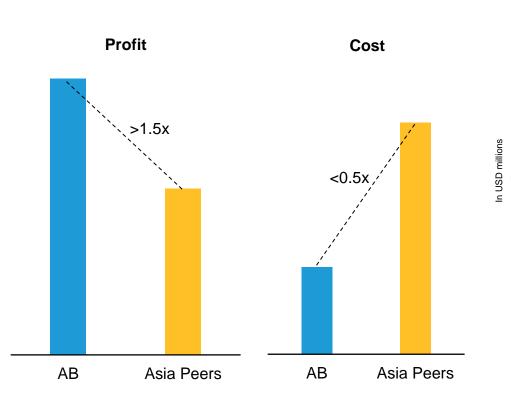
(1) Source: Casey Quirk, A Deloitte Business / McLagan Performance Intelligence Study on US & European managers with AUM >\$100B

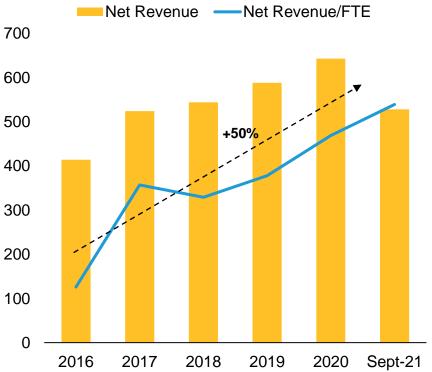
....With Scale Driving Strong Operating Leverage versus Peers

AB's Asian business has strong operating leverage relative to Asia average

Bps of Average AUM 2020

Leveraging our global platform, we are scaling our business effectively, judiciously managing costs while improving productivity

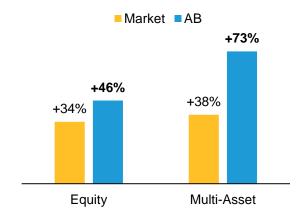




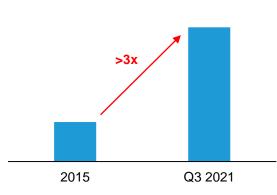
Sources: AB, 2021 McKinsey Asia Asset Management Survey (excluding Australia)

Our Broad and Diverse Platform is Strategically Positioned For Growth....

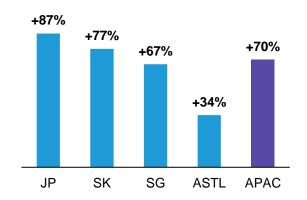
We have leveraged our FI Leadership in Taiwan to grow our Equity & MAS AUM⁽¹⁾



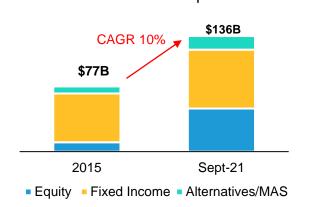
Our US equity market share in Japan has tripled since 2015⁽¹⁾



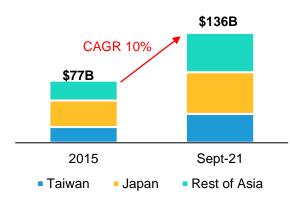
Our strong YoY growth in equity AUM is replicating our FI journey in APAC



APAC AUM by Asset Class % Breakdown 2015 vs Sept 2021

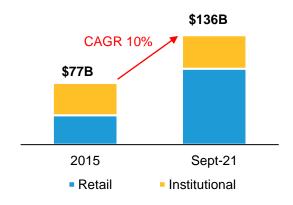


APAC AUM by Market 2015 vs Sept 2021



APAC AUM by Distribution Channel

% Breakdown 2015 vs Sept 2021





Opportunities Abound in APAC For Continued and Significant Growth

+ Lift & Shift

- Traditional strength in fixed income has been successfully extended into equity
- Potential to extend beyond equity in MAS and alternatives
- Private banking channel growing at ~8%/yr, represents a significant part of AB's AUM

+ Green Field

- Family offices a new client channel
- Innovative products (e.g. 2021 launch of Active ETF of Australian Managed Vol. Equity service)
- AB amongst the first group of foreign managers in China seeking an onshore FMC license
- Asian Institutions allocating an increasingly higher proportion of assets to external managers
- Growing institutional interest in ESG plays to AB's responsible investing capabilities

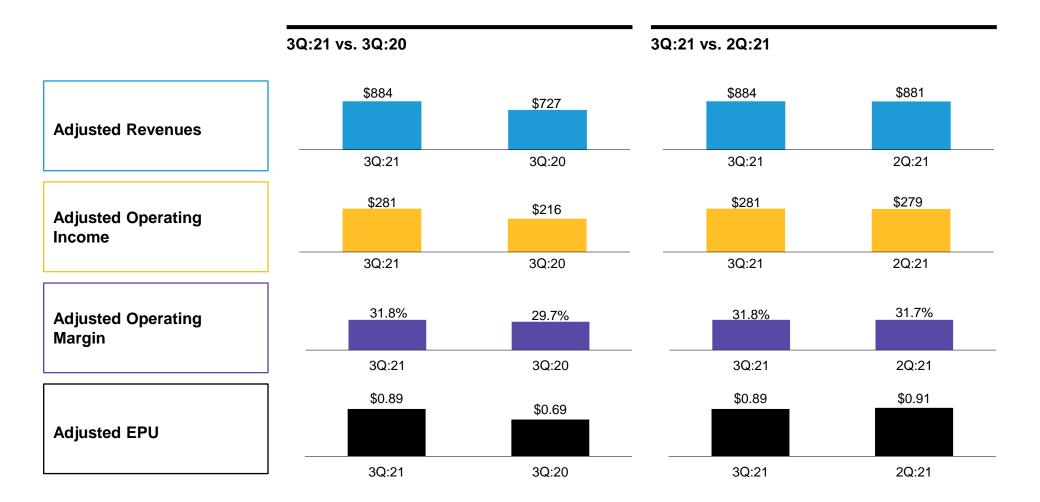
Ali Dibadj Chief Financial Officer & Head of Strategy

[<u>A</u>] B]

Third Quarter 2021 GAAP Income Statement

Income Statement (in US \$ Millions)	3Q21	3Q20	% Δ	2Q21	%Δ
Base Fees	\$759	\$623	22 %	\$724	5 %
Performance Fees	18	7	163 %	54	(66)%
Bernstein Research Services	113	99	15 %	106	7 %
Distribution Revenues	170	136	26 %	155	10 %
Dividends & Interest	9	9	(3)%	9	2 %
Investment (Losses) Gains	(2)	1	n/m	4	n/m
Other Revenues	27	26	2 %	26	4 %
Total Revenues	1,094	901	21 %	1,078	2 %
Less: Interest Expense	1	1	(35)%	1	31 %
Net Revenues	\$1,093	\$900	21 %	\$1,077	2 %
Compensation & Benefits					
Compensation & Fringes	\$426	\$352	21 %	\$430	(1)%
Other Employment Costs	8	6	33 %	6	33 %
Total Compensation & Benefits	434	358	21 %	436	— %
Promotion & Servicing	244	197	24 %	223	9 %
General & Administrative	132	119	11 %	131	1 %
Other	3	9	(58)%	3	1 %
Total Operating Expenses	\$813	\$683	19 %	\$793	3 %
Operating Income	\$280	\$217	29 %	\$284	(1)%
Operating Margin	25.7 %	24.1 %	160 bps	26.0 %	(30 bps)
AB Holding GAAP Diluted Net Income Per Unit	\$0.89	\$0.70	27 %	\$0.91	(2)%

Adjusted Financial Highlights: Third Quarter 2021



USD millions, except EPU; scales may differ by chart

Please refer to pages 41-44 for additional information on the reconciliation of GAAP financial results to adjusted financial results.

Third Quarter 2021 Adjusted Income Statement

Adjusted Income Statement (in US \$ Millions)	3Q21	3Q20	%Δ	2Q21	% Δ
Base Fees ⁽¹⁾	\$729	\$599	22 %	\$698	4 %
Performance Fees	18	7	163 %	54	(66)%
Bernstein Research Services	113	99	15 %	106	7 %
Investment Gains (Losses)	0	(1)	(79)%	0	n/m
Other Revenues	25	24	— %	24	1 %
Total Revenues	885	728	21 %	882	— %
Less: Interest Expense	1	1	(35)%	1	31 %
Adjusted Net Revenues	\$884	\$727	22 %	\$881	— %
Compensation & Benefits					
Compensation & Fringes	\$424	\$349	22 %	\$428	(1)%
Other Employment Costs	8	6	43 %	6	41 %
Total Compensation & Benefits	432	355	22 %	434	- %
Promotion & Servicing	38	32	19 %	38	(1)%
General & Administrative	129	115	12 %	127	1 %
Other	4	9	(58)%	3	1 %
Total Adjusted Operating Expenses	\$603	\$511	18 %	\$602	— %
Adjusted Operating Income	\$281	\$216	30 %	\$279	1 %
Adjusted Operating Margin	31.8 %	29.7 %	210 bps	31.7 %	10 bps
AB Holding Adjusted Diluted Net Income Per Unit	\$0.89	\$0.69	29 %	\$0.91	(2)%
Compensation Ratio	48.0 %	48.0 %		48.5 %	

(1) Net of both sub-advisory and fees paid to distributors from investment management fees.

Third Quarter 2021 Adjusted Income Statement Highlights

Revenues	 Base Fees increased 22% versus 3Q20 driven by a 20% increase in average AUM, higher across all channels, while the fee rate increased 1%. Base Fees increased 4% versus 2Q21 due primarily to a 3% increase in average AUM, higher across all three distribution channels. Performance Fees increased 163% versus 3Q20 driven by Private Credit services. Performance Fees decreased 66% versus 2Q21 which reflects the recognition of annual performance fees earned on US Select Equity funds. Bernstein Research revenues increased 15% versus 3Q20 due to higher customer trading activity and research payments across all regions. Bernstein Research revenues increased 7% versus 2Q21 driven by higher trading commissions due to increased customer activity. Other Revenues net of interest paid on customer balances were modestly higher versus both prior periods.
Expenses	 The Adjusted Compensation Ratio was 48.0% in 3Q21 and 3Q20 and 48.5% in 2Q21. Total Compensation & Benefits increased 22% versus 3Q20 due primarily to higher base and incentive compensation. Total Compensation and Benefits is essentially flat versus 2Q21.
	 Promotion & Servicing increased 19% versus 3Q20 due to higher T&E, transfer fees, marketing and advertising and trade execution and clearance. Promotion & Servicing was down 1% versus 2Q21 with lower marketing and advertising and trade execution and clearance partially offset by a modest increase in T&E. G&A expenses increased 12% versus 3Q20 due to higher technology related, occupancy and portfolio servicing
	expenses. G&A expenses increased 1% versus 2Q21 due to higher technology related and occupancy expenses, partially offset by a Nashville relocation related credit.
Operating Results	 Adjusted Operating Income increased 30% versus 3Q20 due to higher base and performance fees and 1% versus 2Q21 with higher base fees offset by lower performance fees. Adjusted Margin was 31.8% in 3Q21, versus 29.7% in 3Q20 and 31.7% in 2Q21.

Please refer to pages 41-44 for additional information on the reconciliation of GAAP financial results to adjusted financial results. Dollars rounded in millions, however percentages calculated using amounts rounded in thousands. As such, amounts may not foot.

The AB Investment Opportunity

 Differentiated investment performance and distribution capabilities driving sustained best- in-class organic growth and accelerating inorganic growth opportunities
Demonstrated expansion in higher-fee, persistent-AUM alternatives platforms
 Strategic partner, Equitable (EQH), seeding new strategies and supporting M&A with permanent capital
 45%–50% incremental margin targets from scalable platform, headquarters relocation, and consistent cost-savings
 Low <10% effective tax rate, given partnership structure, an attractive attribute should tax rates rise in the future
 ~7% distribution yield in a low-rate environment*
 AB, Bernstein brands renowned among institutional investors Private Wealth differentiated among peers; excellent margin, sticky assets adding significant long-term value

Permanent capital means investment capital of indefinite duration, which may be withdrawn under certain conditions. Although EQH has indicated its intention over time to provide this investment capital to AB as part of the "virtuous cycle", it has no binding commitment to do so. *Distribution yield as of October 21, 2021



Appendix

Retail Mutual Funds Relative Performance vs. Morningstar Averages

	1 Year		3 Year		5	Year	10 Year	
Retail Service	Relative (%)	Percentile	Relative (%)	Percentile	Relative (%)	Percentile	Relative (%)	Percentile
Equity								
Large Cap Growth	1.4	36	2.6	22	1.9	26	2.7	10
Concentrated Growth	4.7	15	0.3	46	(0.5)	53	_	53
Concentrated International Growth	(4.0)	78	_	39	1.0	31	N/A	N/A
Sustainable US Thematic	4.3	17	1.8	29	N/A	N/A	N/A	N/A
Select US Equity	0.5	43	0.4	51	1.1	36	N/A	N/A
International Tech	4.4	32	7.5	13	8.3	2	4.5	8
Low Vol	(6.4)	82	(1.3)	67	0.5	54	N/A	N/A
Eurozone Equity	3.8	19	(2.0)	79	1.1	37	2.4	6
Relative Value	5.8	24	0.3	45	1.4	25	1.4	15
Multi-Asset/Alternative								
Emerging Markets Multi-Asset	(4.9)	71	(1.8)	62	(2.6)	86	(1.2)	75
All Market Income	(1.5)	60	(4.4)	99	(2.8)	95	N/A	N/A
Select US Long/Short	1.6	36	3.3	26	3.7	19	N/A	N/A

Top Quartile
2nd Quartile

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: Large Cap Growth - Large Growth; Concentrated Growth (US) - Large Growth; Concentrated International Growth - Foreign Large Growth; Sustainable US Thematic - US Large-Cap Growth; Sustainable Global Thematic - Global Large-Cap Growth; Select US - Large-Cap Blend; International Tech - Sector Equity Technology; Low Vol - Global Large-Cap Blend; Eurozone Equity - Eurozone Large-Cap Equity; Relative Value - Large Value; Emerging Markets Multi-Asset - Global Emerging Markets; All Market Income - USD Moderate Allocation; Select US Long/Short - Long-Short Equity. As of September 30, 2021 Source: AB and Morningstar

Retail Mutual Funds Relative Performance vs. Morningstar Averages

	1 Year		3	Year	5	Year	10 Year	
Service	Relative (%)	Percentile	Relative (%)	Percentile	Relative (%)	Percentile	Relative (%)	Percentile
Fixed Income								
American Income	0.3	44	1.6	25	0.8	32	1.5	7
European Income	0.6	38	1.8	12	1.5	17	2.7	12
Asia Income	1.1	27	0.9	26	1.4	10	N/A	N/A
Global High Yield	1.8	19	(0.3)	61	(0.2)	58	0.1	55
Short Duration High Yield	(1.5)	70	0.8	33		54	(0.4)	69
Emerging Markets Debt	1.8	23	1.5	20	0.8	31	1.3	23
High Income Advisor	2.8	16	(0.3)	66	(0.3)	67	0.6	26
Global Bond Advisor	0.7	32	(0.4)	56		55	0.4	45
Income Advisor	2.8	16	(0.3)	66	(0.3)	67	0.6	26
Intermediate Diversified Muni	2.1	3	1.9	2	0.9	4	N/A	N/A
High Income Muni	1.7	17	1.2	14	0.7	22	1.0	17

Top Quartile

2nd Quartile

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; European Income - EUR Flexible Bond; Asia Income -Asia Bond; Global High Yield - Global High Yield Bond; Short Duration High Yield - Global High Yield Bond; Emerging Markets Debt - Global Emerging Markets Bond; High Income - High Yield Bond; Global Bond - World Bond; Income Advisor - Intermediate Core-Plus Bond; Intermediate Diversified Muni - Muni National Short; High Income Municipal - High Yield Muni. As of September 30, 2021 Source: AB and Morningstar

Institutional Composite Relative Performance vs. Benchmarks

Service	1 Year	3 Year	5 Year	10 Year
Equity				
US Small Cap Growth	4.3	10.0	11.1	5.2
Concentrated Global Growth	(2.9)	4.7	4.8	3.3
Global Core	0.7	0.6	1.1	2.4
International Strategic Core	(8.1)	(1.3)	(0.3)	1.7
Sustainable Global Thematic	2.0	9.9	6.8	3.8
US Small Cap Value	11.6	1.8	1.1	3.2
Global Strategic Value	11.6	(5.9)	(4.6)	(1.4)
International Strategic Value	7.4	(3.9)	(3.0)	(1.2)
Fixed Income				
Global Income	4.3	1.1	1.8	2.5
Global Plus	1.5	0.4	0.4	0.3
Emerging Market Debt	2.4	1.0	0.8	0.5
US High Yield	2.6	1.5	0.9	0.7
US Strategic Core Plus	1.4	0.5	0.7	0.8
US Investment Grade Corporate	1.5	1.3	1.0	0.8
Intermediate Muni	1.5	1.0	0.7	0.7

Past performance does not guarantee future results.

Investment Performance of composites is presented before investment management fees. Periods of more than one year are annualized. US Small Cap Growth - Russell 2000 Growth Index GDR; Concentrated Global Growth - MSCI World Index NDR; Global Core - MSCI ACWI NDR; International Strategic Core - MSCI EAFE Index NDR; Sustainable Global Thematic - MSCI ACWI NDR; US Small Cap Value - Russell 2000 Value Index GDR; Global Strategic Value - MSCI ACWI NDR; International Strategic Value - MSCI EAFE Index NDR; Global Income - Bloomberg Barclays US Aggregate Index; Global Plus - Bloomberg Barclay Global Aggregate Index Hedged; EM Debt - JPM EMBI Global; Global High Income - Bloomberg Barclays Global HY Index Hedged; US HY - Bloomberg Barclays US Corporate HY Index; US Strategic Core Plus - Bloomberg Barclays US Aggregate Index; US Investment Grade Corporate - Bloomberg Barclays US Credit Index; Intermediate Muni - Lipper Short/Int Blended Muni Fund Avg. Global Plus are hedged to USD. Performance is preliminary and as of September 30, 2021.



Assets Under Management: 3Q21

(US \$ Billions)	June 30, 2021								
	Insti	tutions	Priva	te Wealth	Retail	T	Fotal	T	otal
Equity									
Actively Managed	\$	67	\$	56	\$ 137	\$	260	\$	256
Passive (1)		29		1	39		69		70
Total Equity		96		57	176		329		326
Fixed Income									
Taxable		156		15	80		251		252
Tax-Exempt		1		27	27		55		54
Passive (1)		1		_	9		10		9
Total Fixed Income		158		42	116		316		315
Alternatives/MAS (2)		73		17	7		97		97
Total	\$	327	\$	116	\$ 299	\$	742	\$	738

		At Jı	ıne 30, 2021		
Total	\$ 329	\$ 115	\$	294	\$ 738

(1) Includes index and enhanced index services.

(2) Includes certain multi-asset solutions and services not included in equity or fixed income services.



Three Months Ended 9/30/21: AUM Roll-Forward by Distribution Channel

In US \$ Billions	Beginning	Sales/New	Redemptions/	Net Cash	Net	Investment	Net	End
Investment Service:	of Period	Accounts	Terminations	Flows	Flows	Performance	Change	of Period
Institutions								
US	162.1	1.5	(0.2)	0.5	1.8	(0.5)	1.3	163.4
Global and Non-US	167.0	1.1	(2.7)	—	(1.6)	(1.3)	(2.9)	164.1
Total Institutions	329.1	2.6	(2.9)	0.5	0.2	(1.8)	(1.6)	327.5
Retail								
US	173.0	16.0	(6.0)	(3.0)	7.0	(0.5)	6.5	179.5
Global and Non-US	120.7	9.6	(9.0)	(1.0)	(0.4)	(1.0)	(1.4)	119.3
Total Retail	293.7	25.6	(15.0)	(4.0)	6.6	(1.5)	5.1	298.8
Private Wealth Management								
US	75.3	2.5	(2.7)	(0.1)	(0.3)	0.1	(0.2)	75.1
Global and Non-US	40.3	1.6	(0.9)	_	0.7	(0.2)	0.5	40.8
Total Private Wealth	115.6	4.1	(3.6)	(0.1)	0.4	(0.1)	0.3	115.9
Firmwide								
US	410.4	20.0	(8.9)	(2.6)	8.5	(0.9)	7.6	418.0
Global and Non-US	328.0	12.3	(12.6)	(1.0)	(1.3)	(2.5)	(3.8)	324.2
Total Firmwide	738.4	32.3	(21.5)	(3.6)	7.2	(3.4)	3.8	742.2

[<u>A</u>] B]

Three Months Ended 9/30/21: 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	149.9	12.3	(5.4)	(2.2)	4.7	(0.1)	4.6	154.5
Global and Non-US	106.8	4.9	(3.9)	(0.9)	0.1	(1.1)	(1.0)	105.8
Total Equity Active	256.7	17.2	(9.3)	(3.1)	4.8	(1.2)	3.6	260.3
Equity Passive ⁽¹⁾								
US	58.7	0.2	(0.1)	(0.6)	(0.5)	—	(0.5)	58.2
Global and Non-US	10.8	0.3	(0.1)	—	0.2	(0.1)	0.1	10.9
Total Equity Passive ⁽¹⁾	69.5	0.5	(0.2)	(0.6)	(0.3)	(0.1)	(0.4)	69.1
Total Equity	326.2	17.7	(9.5)	(3.7)	4.5	(1.3)	3.2	329.4
Fixed Income - Taxable								
US	126.4	2.7	(1.3)	0.8	2.2	(0.6)	1.6	128.0
Global and Non-US	125.9	6.1	(7.9)	(0.3)	(2.1)	(0.9)	(3.0)	122.9
Total Fixed Income - Taxable	252.3	8.8	(9.2)	0.5	0.1	(1.5)	(1.4)	250.9
Fixed Income - Tax-Exempt								
US	53.9	3.3	(1.8)	—	1.5	(0.2)	1.3	55.2
Global and Non-US	0.1			—	—	—	—	0.1
Total Fixed Income - Tax-Exempt	54.0	3.3	(1.8)		1.5	(0.2)	1.3	55.3
Fixed Income Passive ⁽¹⁾								
US	4.7	0.4	—	(0.1)	0.3	—	0.3	5.0
Global and Non-US	4.6		(0.1)	—	(0.1)	—	(0.1)	4.5
Total Fixed Income Passive ⁽¹⁾	9.3	0.4	(0.1)	(0.1)	0.2		0.2	9.5
Total Fixed Income	315.6	12.5	(11.1)	0.4	1.8	(1.7)	0.1	315.7
Alternatives/MAS ⁽²⁾								
US	16.8	1.1	(0.3)	(0.5)	0.3	_	0.3	17.1
Global and Non-US	79.8	1.0	(0.6)	0.2	0.6	(0.4)	0.2	80.0
Total Alternatives/MAS ⁽²⁾	96.6	2.1	(0.9)	(0.3)	0.9	(0.4)	0.5	97.1
Firmwide								
US	410.4	20.0	(8.9)	(2.6)	8.5	(0.9)	7.6	418.0
Global and Non-US	328.0	12.3	(12.6)	(1.0)	(1.3)	. ,	(3.8)	324.2
Total Firmwide	738.4	32.3	(21.5)	(3.6)	7.2	(3.4)	3.8	742.2

(1) Includes index and enhanced index services.

(2) Includes certain multi-asset solutions and services not included in equity or fixed income services.

Three Months Ended 9/30/21: Active vs. Passive Net Flows

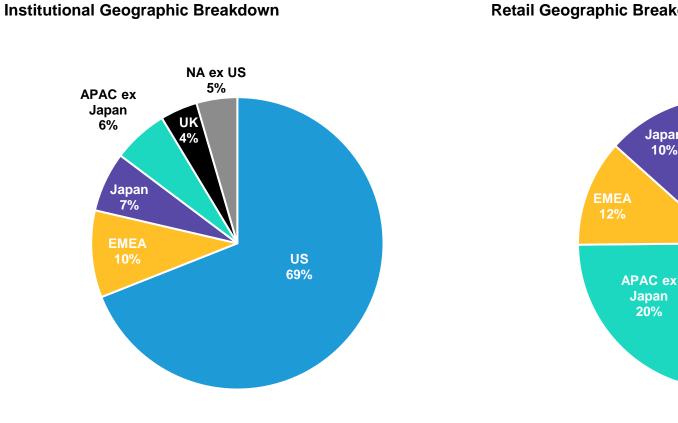
	A	ctively	Passively	
	М	anaged	Managed ⁽¹⁾	Total
Equity	\$	4.8	\$ (0.3)	\$ 4.5
Fixed Income		1.6	0.2	1.8
Alternatives/MAS (2)		0.3	 0.6	 0.9
Total	\$	6.7	\$ 0.5	\$ 7.2

(1) Includes index and enhanced index services.

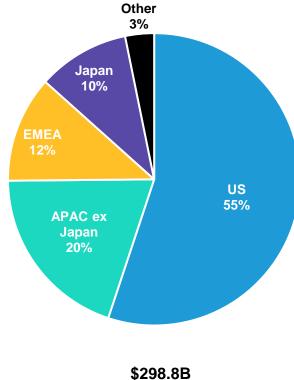
(2) Includes certain multi-asset solutions and services not included in equity or fixed income services.



Assets Under Management By Region



Retail Geographic Breakdown



\$327.5B

As of September 30, 2021 By Client Domicile Percentages may not add up to 100% due to rounding

 $\left[\frac{A}{B}\right]$

Third Quarter 2021 Adjusted Advisory Fees

	3Q21	3Q20	% ∆	2Q21	% Δ
Ending AUM (\$ Billions)	\$ 742 \$	631	18 % \$	738	1 %
Average AUM (\$ Billions)	\$ 747 \$	624	20 % \$	723	3 %
By Fee Type (\$ Millions):					
Adjusted Base Fees	\$ 729 \$	599	22 % \$	698	4 %
Adjusted Performance Fees	18	7	163 %	54	(66)%
Total	\$ 747 \$	606	23 % \$	752	(1)%
Adjusted Base Fees By Channel (\$ Millions):					
Institutions	\$ 135 \$	112	21 % \$	135	— %
Retail	346	277	25 %	324	7 %
Private Wealth	248	210	18 %	239	4 %
Total	\$ 729 \$	599	22 % \$	698	4 %

Third Quarter 2021 GAAP Income Statement

In US \$ Millions (except EPU)	3Q21	3Q20	%Δ	2Q21	$\mathcal{M} \Delta$
Net Revenues	\$ 1,093 \$	900	21 % \$	1,077	2 %
Operating Expenses	813	683	19 %	793	3 %
Operating Income	280	217	29 %	284	(1)%
Net Income Attributable to AB Unitholders	265	208	27 %	268	(1)%
AB Holding GAAP Diluted Net Income per Unit	\$ 0.89 \$	0.70	27 % \$	0.91	(2)%
AB Holding Distribution Per Unit	\$ 0.89 \$	0.69	29 % \$	0.91	(2)%

Consolidated Balance Sheet

In US \$ Millions		0/20/2024		42/24/2020
Assets Cash and cash equivalents	\$	9/30/2021 1,210	\$	12/31/2020 1,037
Cash and securities, segregated	φ	909	φ	1,754
Receivables, net		2,697		2,280
Investments:		2,037		2,200
Long-term incentive compensation-related		62		60
Other		161		193
Assets of consolidated variable interest entities		322		351
Goodwill		3,092		3,083
Intangible assets, net		44		45
Deferred sales commissions, net		76		64
Right-of-use Assets		434		419
Other (incl. furniture & equipment, net)		611		412
Total Assets	\$	9,618	\$	9,698
Liabilities, Redeemable Non-Controlling Interest and Capital				
Liabilities:				
Payables	\$	3,517	\$	3,740
Accounts payable and accrued expenses		266		198
Lease Liabilities		507		505
Liabilities of consolidated variable interest entities		33		31
Accrued compensation and benefits		796		335
Debt		390		675
Total Liabilities		5,509		5,484
Redeemable non-controlling interest		118		102
Partners' capital attributable to AllianceBernstein Unitholders		3,991		4,112
Total Capital		3,991		4,112
Total Liabilities and Capital	\$	9,618	\$	9,698

Consolidated Statement of Cash Flows

In US \$ Millions		Nine Mon	ths En	ded
		9/30/2021		9/30/2020
Net Income	\$	779	\$	575
Non-cash items: Amortization of deferred sales commissions		25		20
Non-cash long-term incentive compensation expense		35		24
Depreciation and other amortization		97		108
Unrealized losses on investments		5		21
Unrealized losses on investments of consolidated company-sponsored investment funds		4		8
Other, net		14		(1)
Changes in assets and liabilities		445		827
Net cash provided by operating activities		1,404		1,582
Purchases of furniture, equipment, and leasehold improvements, net		(52)		(12)
Purchases of businesses, net of cash acquired		(4)		(14)
Net cash used in investing activities		(56)		(26)
(Repayment) of debt, net		(285)		(260)
Increase in overdrafts payable		25		3
Distributions to General Partner and Unitholders		(798)		(631)
Subscriptions (redemptions) of non-controlling interests of consolidated company-sponsored investment funds, ne	t	13		(264)
Additional investments by Holding with proceeds from exercise of compensatory options to buy Holding Units		3		_
Purchases of AB Holding Units to fund long-term incentive compensation plan awards, net		(121)		(53)
Other, net		(1)		—
Net cash used in financing activities		(1,164)		(1,205)
Effect of exchange rate changes on cash and cash equivalents		(15)		1
Net increase in cash and cash equivalents		169		352
Cash and cash equivalents at the beginning of period		1,074		691
Cash and cash equivalents at the end of period	\$	1,243	\$	1,043



Third Quarter 2021 AB Holding Financial Results

In US \$ Millions (excluding per Unit amounts)	3Q21		3Q20	% Δ	2Q21	% Δ
AB						
Net Income Attributable to AllianceBernstein	\$ 265	\$	208	27 % \$	268	(1)%
Weighted Average Equity Ownership Interest	36.2 %	6	35.5 %		36.4 %	
AB Holding						
Equity in Net Income Attributable to AB	\$ 96	\$	74	30 % \$	97	(2)%
Income Taxes	\$ 7	\$	7	5 % \$	6	12 %
Net Income	\$ 89	\$	67	32 % \$	91	(3)%
Diluted Net Income Per Unit, GAAP basis	\$ 0.89	\$	0.70	27 % \$	0.91	(2)%
Distributions Per Unit	\$ 0.89	\$	0.69	29 % \$	0.91	(2)%
Adjusted Diluted Net Income Per Unit	\$ 0.89	\$	0.69	29 % \$	0.91	(2)%

Please refer to pages 41-44 for additional information on the reconciliation of GAAP financial results to adjusted financial results. Dollars rounded in millions, however percentages calculated using amounts rounded in thousands. As such, amounts may not foot.



Third Quarter 2021 GAAP to Non-GAAP Reconciliation

In US \$ Thousands				Adjus	tments			
		Distribution	Pass	Deferred	NCI/	Real Estate	Acquisition-	
		Related	Through	Comp.	Consol	Credits	Related	
	GAAP	Payments	Adjustments	Inv.	VIE	(Charges)	Expenses	Non-GAAP
		(A)	(B)	(C)	(D)	(E)	(F)	
Investment advisory and services fees	\$ 776,797	(25,530)	(4,017)		(121)		\$	747,129
Bernstein research services	113,340							113,340
Distribution revenues	170,612	(170,612)						_
Dividend and interest income	8,794			(65)	(1,921)			6,808
Investment gains (losses)	(2,724)			(619)	3,196			(147)
Other revenues	26,973		(9,359)		(186)			17,428
Total revenues	1,093,792	(196,142)	(13,376)	(684)	968			884,558
Less: interest expense	960							960
Net revenues	1,092,832	(196,142)	(13,376)	(684)	968	_	_	883,598
Employee compensation and benefits	433,928			(1,444)			_	432,484
Promotion and servicing	243,570	(196,142)	(9,216)					38,212
General and administrative	132,064		(4,160)		(106)	985	(217)	128,566
Contingent payment arrangements	838							838
Interest on borrowings	1,280							1,280
Amortization of intangible assets	1,502							1,502
Total expenses	813,182	(196,142)	(13,376)	(1,444)	(106)	985	(217)	602,882
Operating income	279,650	_	_	760	1,074	(985)	217	280,716
Income taxes	16,029	_	_	41	58	(55)	12	16,085
Net income	263,621			719	1,016	(930)	205	264,631
Net income (loss) of consolidated entities attributable to non-controlling interests	(1,074)				1,074			
Net income attributable to AB Unitholders	\$ 264,695	<u>\$ </u>	<u>\$ </u>	\$719	\$ (58)	\$ (930)	\$ 205 \$	264,631

Please refer to page 44 for notes describing the adjustments.

Third Quarter 2020 GAAP to Non-GAAP Reconciliation

In US \$ Thousands					Adjust	ments			
	GAAP	Distribution Related Payments	Pass Through Adjustment	Co	erred mp. nv.	NCI/ Consol VIE	Real Estate Credits (Charges)	Acquisition- Related Expenses	Non-GAAP
	GAAI	(A)	(B)		C)	(D)	(Charges) (E)	(F)	NOIFGAAI
Investment advisory and services fees	\$ 630,539	(20,120)	(3,88	8)		(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		(9,34	-4)		(273)			16,966
Total revenues	901,505	(155,813)	(13,23	(2)	(3,231)	(765)			728,464
Less: interest expense	1,467								1,467
Net revenues	900,038	(155,813)	(13,23	2)	(3,231)	(765)			726,997
Employee compensation and benefits	357,821				(3,020)			(19)	354,782
	197,034	(155,813)	(9,20	2)	(3,020)			(13)	32,019
Promotion and servicing	•	(155,615)	τ,	,		(694)	985	(227)	•
General and administrative	119,318 813		(4,03	0)		(684)	900	(337)	115,252 813
Contingent payment arrangements									
Interest on borrowings	1,073								1,073
Amortization of intangible assets	 6,833	(455.040)	(40.00	<u></u>	(0.000)	(00.4)		(050)	6,833
Total expenses	 682,892	(155,813)	(13,23		(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 44 for notes describing the adjustments.

Second Quarter 2021 GAAP to Non-GAAP Reconciliation

In US \$ Thousands				Adjus	tments			
		Distribution	Pass	Deferred	NCI/	Real Estate	Acquisition-	
		Related	Through	Comp.	Consol	Credits	Related	
	GAAP	Payments	Adjustments	Inv.	VIE	(Charges)	Expenses	Non-GAAP
		(A)	(B)	(C)	(D)	(E)	(F)	
Investment advisory and services fees	\$ 777,624	(20,459)	(4,403)		(351)			\$ 752,411
Bernstein research services	105,655							105,655
Distribution revenues	155,538	(155,538)						—
Dividend and interest income	8,658			(71)	(2,087)			6,500
Investment gains (losses)	4,181			(2,201)	(1,671)			309
Other revenues	25,900		(8,229)		(177)			17,494
Total revenues	1,077,556	(175,997)	(12,632)	(2,272)	(4,286)		_	882,369
Less: interest expense	734							734
Net revenues	1,076,822	(175,997)	(12,632)	(2,272)	(4,286)		_	881,635
Employee compensation and benefits	435,707			(2,198)				433,509
Promotion and servicing	222,568	(175,997)	(8,086)	(2,190)			_	38,485
Ŭ		(175,997)	(, ,		(740)	005	(400)	•
General and administrative	131,324		(4,546)		(713)	985	(180)	126,870
Contingent payment arrangements	838							838
Interest on borrowings	1,241							1,241
Amortization of intangible assets	1,521							1,521
Total expenses	793,199	(175,997)	(12,632)	(2,198)	(713)	985	(180)	602,464
Operating income	283,623	_	_	(74)	(3,573)	(985)	180	279,171
Income taxes	12,480	_	_	(3)	(157)	(43)	7	12,284
Net income	271,143			(71)	(3,416)	(942)	173	266,887
Net income (loss) of consolidated entities attributable to non-controlling interests	3,573				(3,573)			
Net income attributable to AB Unitholders	\$ 267,570	\$	\$	\$ (71)	\$ 157	\$ (942)	\$ 173	\$ 266,887

Please refer to page 44 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, 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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