October 2014

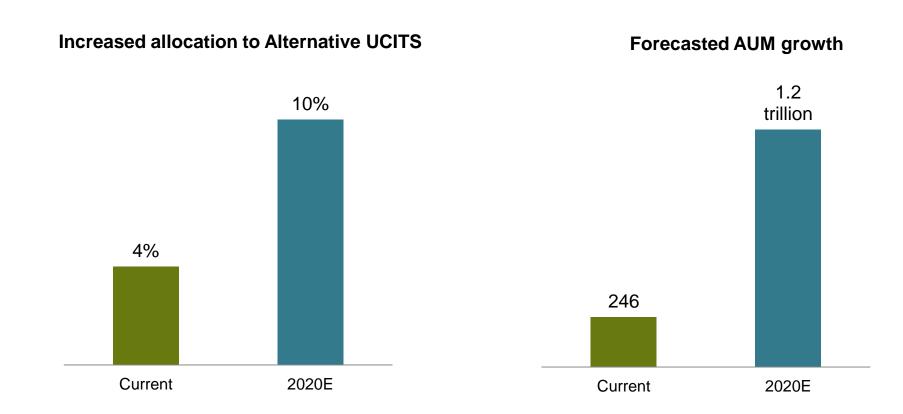
# **UCITS** Alternative Investments



- Growth of Alternative UCITS
- Benefits of Alternatives
- A Framework for Implementation
- Conclusion

# **UCITs Alternative Opportunity**

Globally, the Alternatives growth rate is 29% compared to the overall industry of 5%

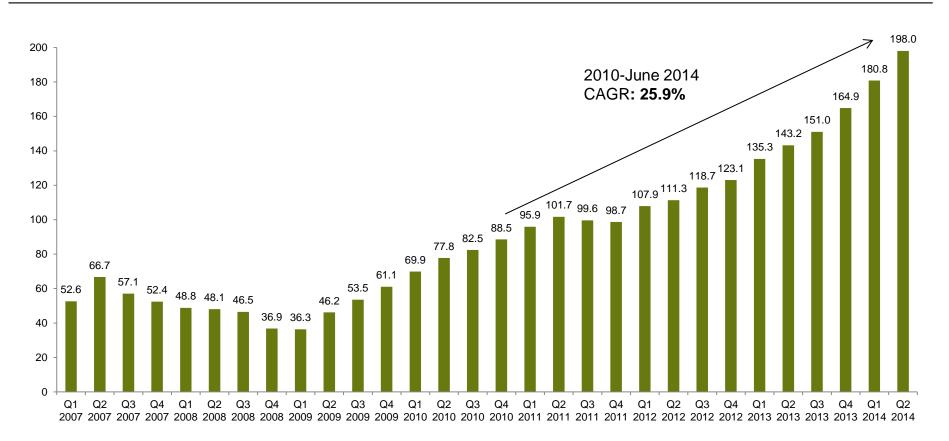


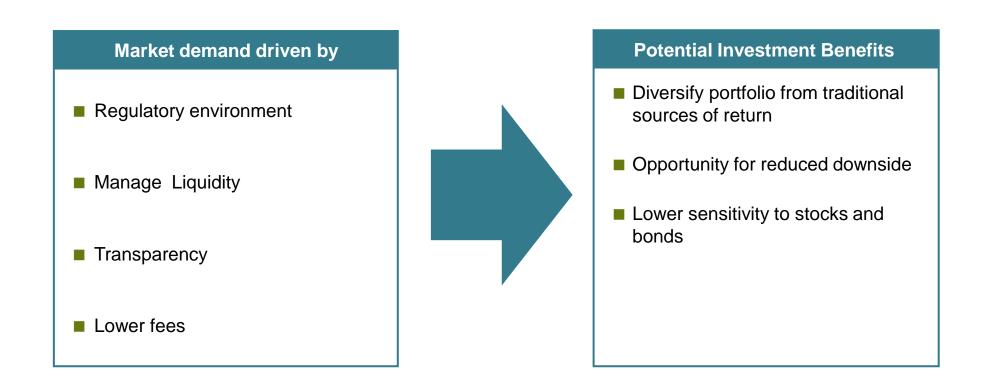
Source: Strategic Insight Morningstar 2013Gloabl Fund Growth report

## Growth of Alternative UCITS Assets

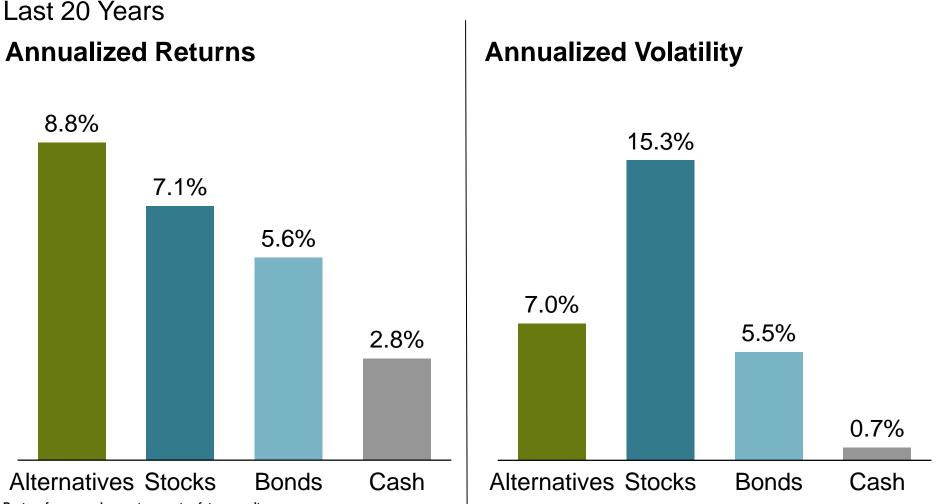
Alternatives represent one of the fastest growing segments of the UCITS industry

### AUM: EUR Billions





## **Alternatives Have Offered Attractive Risk-Adjusted Results**



### Past performance does not guarantee future results.

As of December 31, 2013

Alternatives represented by HFRI Fund-Weighted Composite Index; Stocks by MSCI World Index; Bonds by Barclays Global Aggregate Bond Index; Cash by LIBOR 3 Month Interbank Eurodollar Index An investor cannot invest directly in an index and its performance does not reflect the performance of any AllianceBernstein portfolio. The unmanaged index does not reflect fees and expenses associated with the active management of a portfolio.

Source: Barclays, Hedge Fund Research, Standard & Poor's (S&P) and AllianceBernstein

### **Various Asset Class Returns**

### **Annual Percentage**

	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Best ↑	Alts 4.6	Bonds 16.5	Non-US Stocks 35.3	Non-US Stocks 17.6	Non-US Stocks 10.9	Non-US Stocks 23.5	Alts 10.0	Bonds 4.8	Non-US Stocks 27.8	US Stocks 15.1	Bonds 5.6	Non-US Stocks 17.3	US Stocks 32.4
	Cash 3.1	Cash 1.3	US Stocks 28.7	US Stocks 10.9	Alts 9.3	US Stocks 15.8	Bonds 9.5	Cash 2.6	US Stocks 26.5	Alts 10.3	US Stocks 2.1	US Stocks 16.0	Non-US Stocks 22.78
	Bonds 1.57	Alts –1.5	Alts 19.6	Bonds 9.3	US Stocks 4.9	Alts 12.9	Non-US Stocks 8.6	Alts –19.0	Alts 19.9	Bonds 5.5	Cash -0.2	Alts 6.4	Alts 8.8
	US Stocks –11.9	Non-US Stocks –17.5	Bonds 12.5	Alts 9.0	Cash 3.1	Bonds 6.6	US Stocks 5.5	US Stocks –37.0	Bonds 6.9	Non-US Stocks 4.9	Alts –5.3	Bonds 4.3	Cash -0.2
Worst	Non-US Stocks –22.6	US Stocks –22.1	Cash 0.7	Cash 1.2	Bonds -4.5	Cash 4.7	Cash 4.8	Non-US Stocks -45.1	Cash 0.3	Cash -0.2	Non-US Stocks -12.1	Cash -0.1	Bonds –2.6
Gap between est and worst	31.0	32.4	34.3	16.4	8.5	19.2	5.7	50.3	27.6	14.9	19.9	17.2	34.4

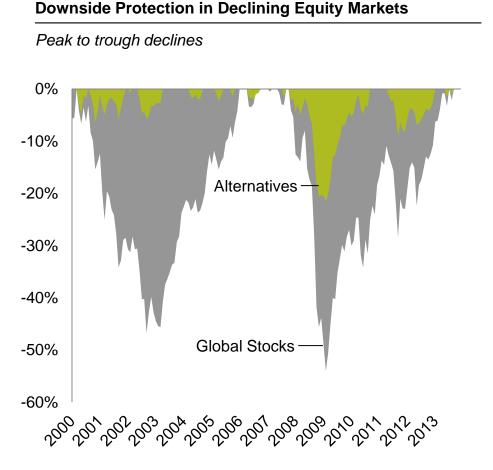
### As of December 31, 2013

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Past performance does not guarantee future results. These returns are for illustrative purposes only and do not reflect the performance of any fund. Diversification does not eliminate the risk of loss. Bonds are represented by the Barclays Global Aggregate Bond Index, Non-US Stocks is represented by MSCI EAFE USD Index, Hedge Funds are represented by HRFI Fund-Weighted Composite Index, Cash is represented by LIBOR 3 Month Interbank Eurodollar Index and US Stocks are represented by S&P 500 Index. An investor cannot invest directly in an index and its performance does not reflect the performance of any AllianceBernstein portfolio. The unmanaged index does not reflect fees and expenses associated with the active management of a portfolio. Source: Barclays, Hedge Fund Research, MSCI, S&P and AllianceBernstein

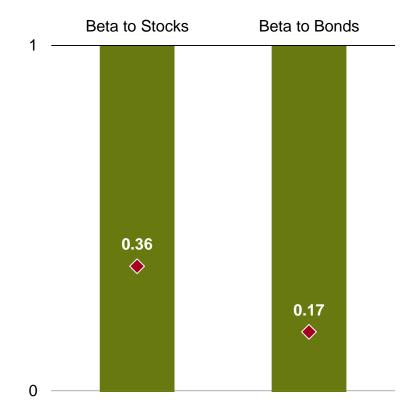
## **Benefits of Alternative Sources of Return**

### Alternatives have offered lower drawdowns and sensitivity to traditional stocks and bonds



### Diversification

Low sensitivity to stocks and bonds



### Past performance does not guarantee future results.

Last 14 years ending December 31, 2013

Alternatives represented by HFRI Fund Weighted Composite Index; Stocks by MSCI World Index; Bonds by Barclays Global Aggregate Bond Index. An investor cannot invest directly in an index and its performance does not reflect the performance of any AllianceBernstein portfolio. The unmanaged index does not reflect fees and expenses associated with the active management of a portfolio. Source: Barclays, HFR, S&P and AllianceBernstein

Conservative	Investor Profile	<b>Risk Profile</b>	Objective	Alternative		
	Capital Preservation	Low	Reduce sensitivity to interest rates	Long/Short Debt Equity-Market Neutral		
	Balanced	Moderate	Increase portfolio diversification	Multi-strategy Fund of Funds		
Aggressive	Return-Seeking	High	Reduce exposure to market volatility	Long/Short Equity Event Driven		

## **Fund of Funds**

## **Individual Funds: Build**

- Fund of other UCITS funds
- Internal, external, or combination of managers
- Asset allocation and portfolio construction experience



- Invest in individuals Alternative UCITS
- Control over manager selection
- Management of asset allocation and rebalancing

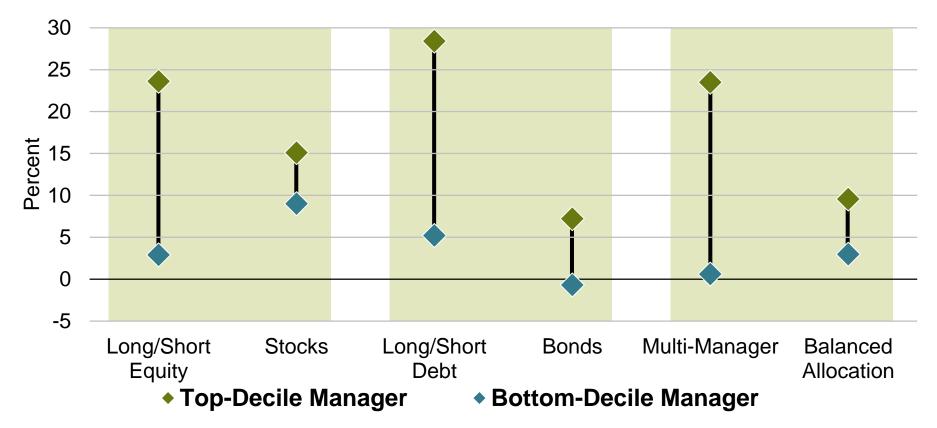




- Multi-manager approach
- Access to not always available in individual UCITS
- Asset allocation and portfolio construction experience

## **Manager Selection Is Crucial**

# Range of Manager Returns are larger for Alternatives 2009–2013

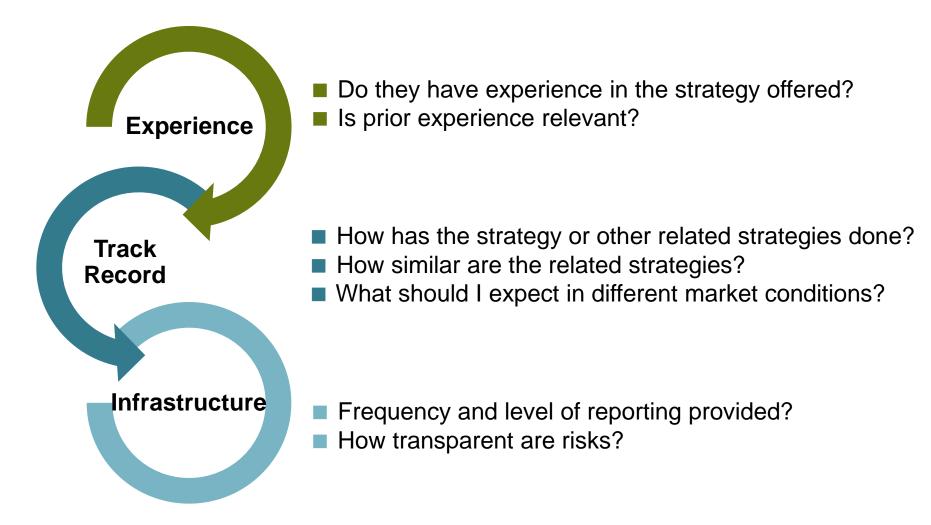


As of December 2013

Equity hedge represented by HFRI Equity Hedge Index constituents; Stocks represented by active Morningstar category Global Equity constituents; Relative Value represented by active Morningstar category Global Bond constituents; Multialterative represented by HFRI Fund Weighted Index constituents; World Allocation represented by active Morningstar category EUR Moderate Allocation- Global.

Source: Hedge Fund Research, Morningstar and AllianceBernstein

## **Manager Selection: Key Criteria**



For illustrative purposes only. Source: AllianceBernstein Continued uncertainty within global capital markets supports increased portfolio diversification

Institutions and wealth managers generally increasing allocation recommendations to alternatives

Defining objectives, approach and sourcing up front can improve execution

Selecting alternative managers and building alternative portfolios are not always as straightforward as with traditional investment approaches

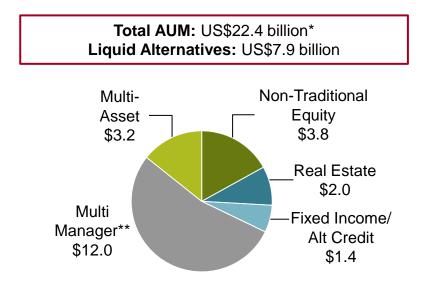


Appendix



## **AllianceBernstein Alternative Capabilities**

- Alternatives are a growing focus for the firm with a broad array of strategies and investment vehicles that seek to meet client needs
- Managing Alternatives since 1996



### Why AllianceBernstein

- AllianceBernstein manages over \$22 billion in alternatives across traditional hedge fund, real estate, private credit, private equity and liquid strategies since 1996
- Dedicated education partner through innovative approaches to support advisors
- Our extensive relationships with quality hedge fund managers with strong pedigree

### For illustrative purposes only.

#### As of June 30, 2014

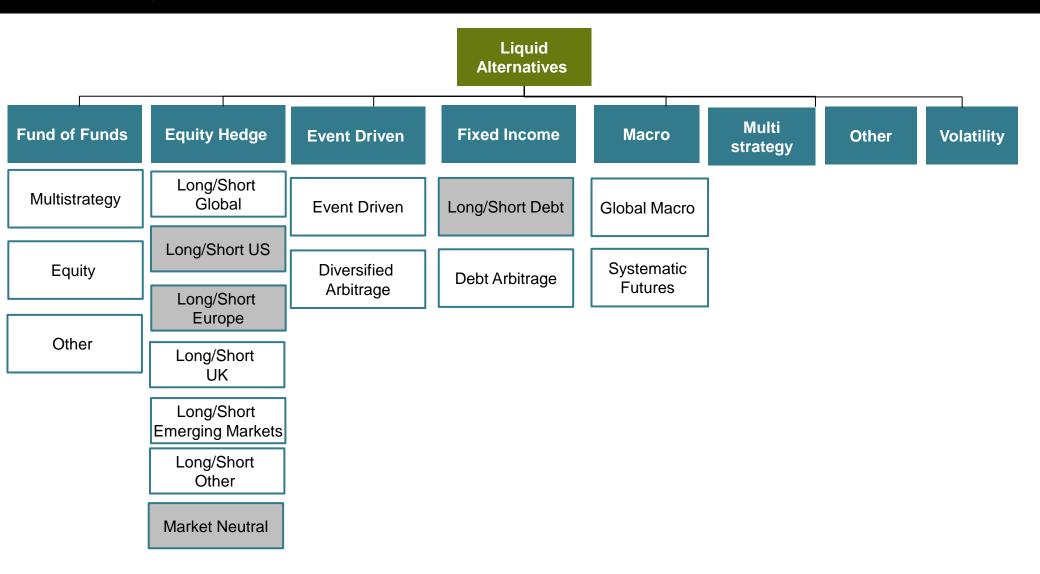
There can be no assurance that any alternative investment strategy will achieve its investment objectives.

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\*Total AUM does not include committed capital; total AUM including committed capital is US\$23.1 billion. Liquid Alternatives AUM includes non-traditional equity, fixed income/alternative credit, multi-asset, and real estate liquid alternative products that are available; liquid alternative assets are included in the Total AUM figure.

\*\*Includes hedge fund and private equity investments including a custom portfolio of private equity funds managed by the Multi-Manager team for an institutional investor. Source: AllianceBernstein

## Morningstar's Europe/Asia/Africa Liquid Alternatives Classification



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- Derivative Instruments Risk
- Interest Rate Volatility
- Short Sales Risk
- Counter-Party Risk
- Economy/Housing Risk

- Borrower/Security Fundamentals Risk
- Government/Political Risk
- Structural Complexity Risk
- Market Performance Risk
- Leverage/Liquidity Risk

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