



**ALLIANCEBERNSTEIN®**

November 2017

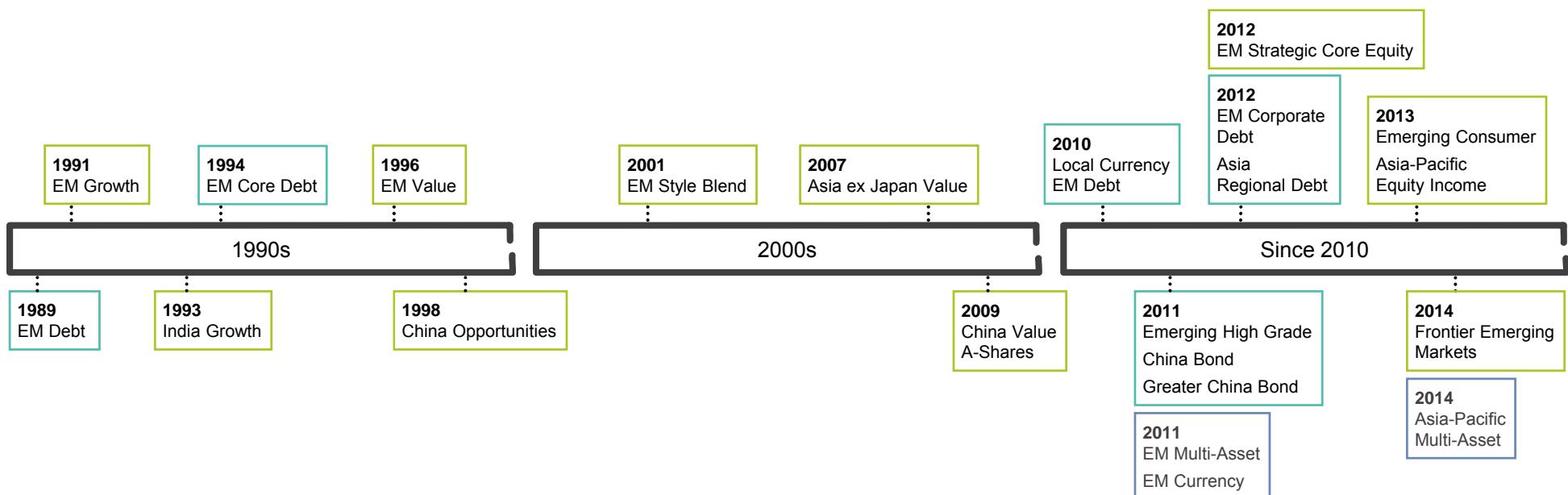


# Perchè scegliere oggi la gestione attiva nei mercati emergenti

**Nicola Meotti – Director, AllianceBernstein**

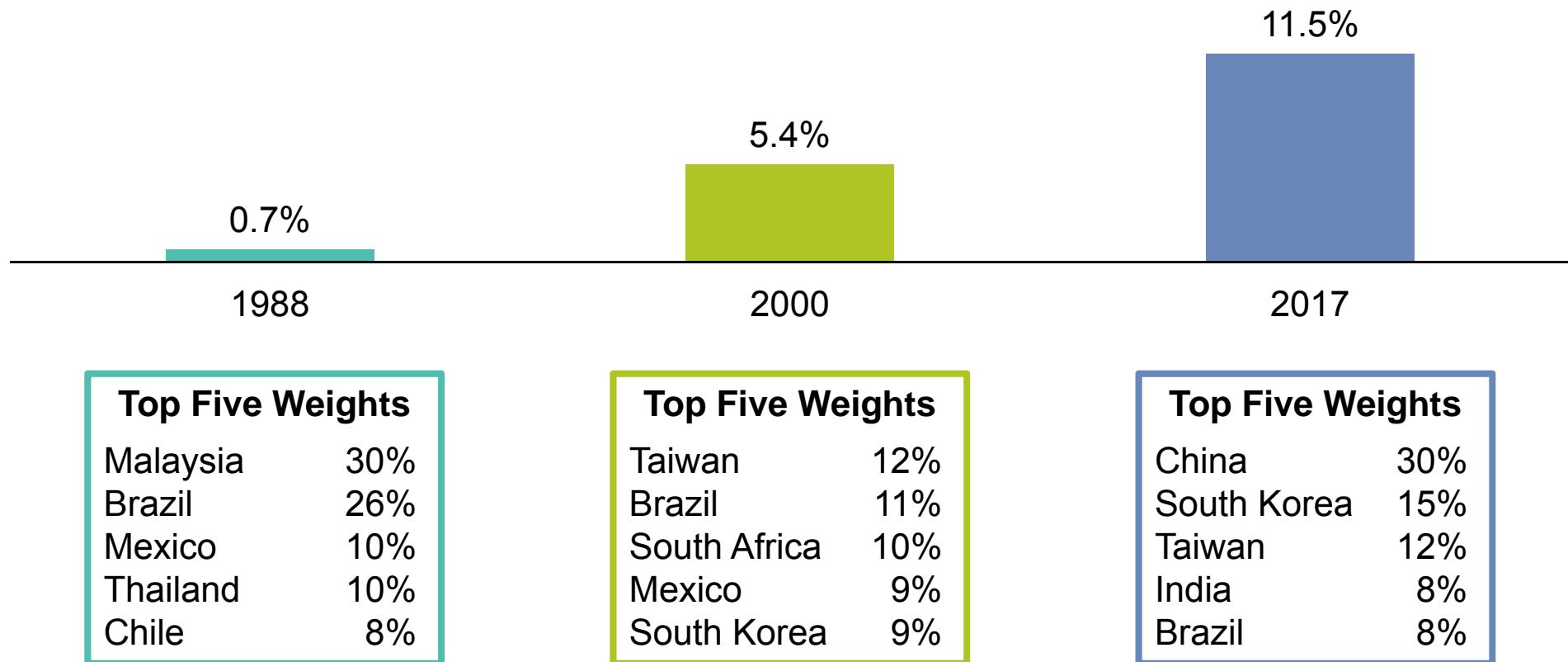
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# AllianceBernstein: 30 di esperienza negli investimenti in mercati emergenti



# Peso dei principali paesi emergenti

MSCI All Country Index



As of 31 December 2014

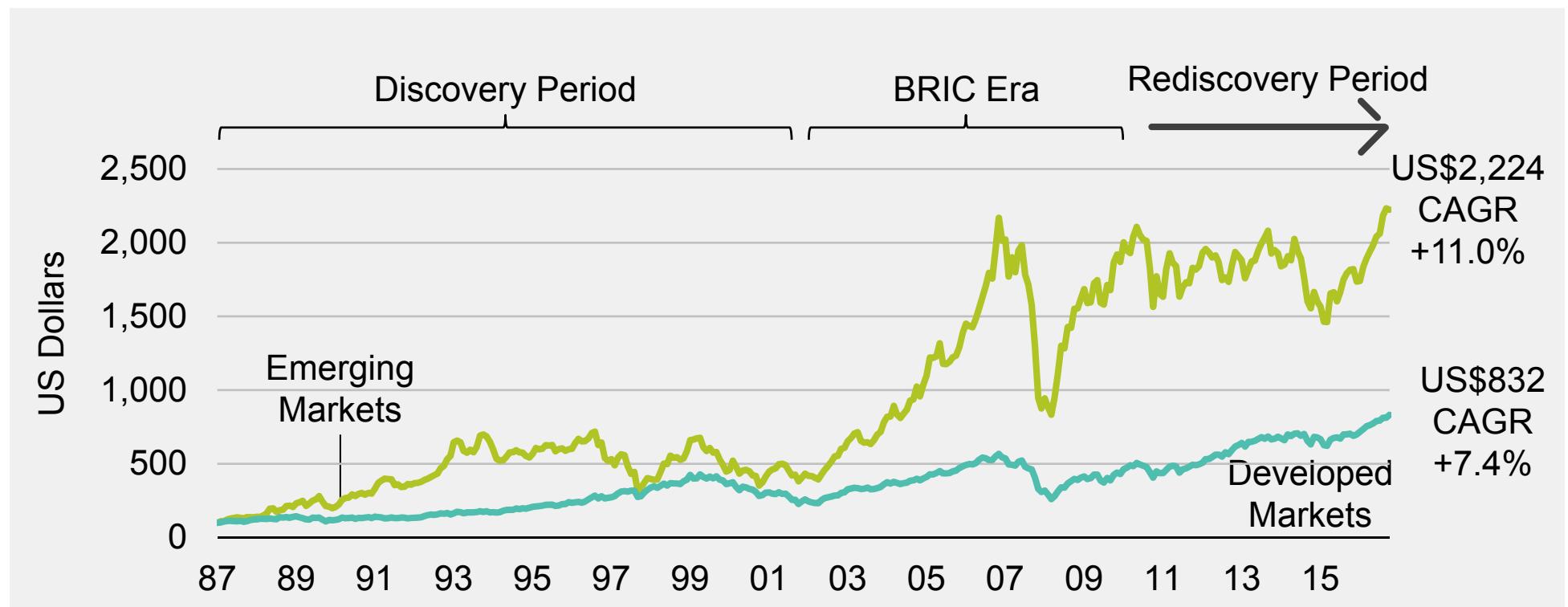
Source: MSCI and AB



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# Rendimenti storicamente superiori (con maggiore volatilità)

Crescita di \$100 investiti nel 1988



As of 30 September 2017

Developed Market returns are based on MSCI World Index, Net, USD; Emerging Markets returns are based on MSCI EM Index, Gross, USD until 31 December 1998 and then MSCI EM Index, Net, USD thereafter. Discovery Period December 1987 through December 2002, BRIC Era December 2002 through December 2010 and EM 3.0 Era December 2010 through present.

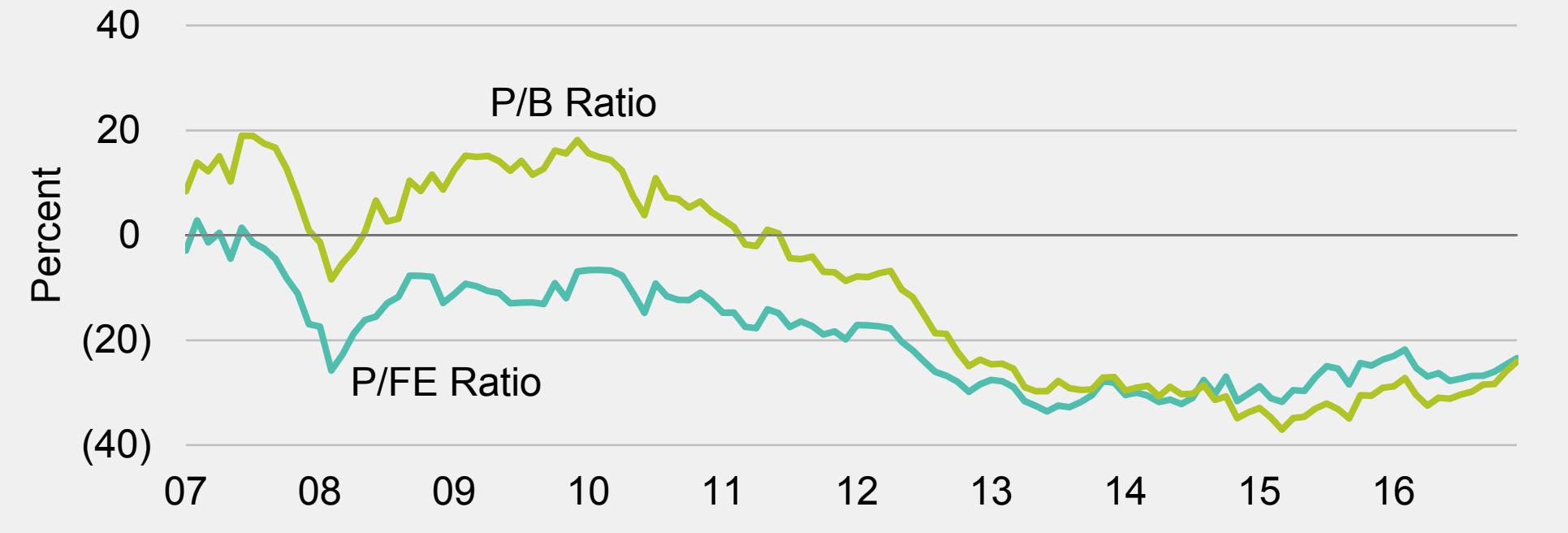
Source: MSCI and AB



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# Nonostante il recente rally, le valutazioni continuano ad essere attraenti

## MSCI EM vs. MSCI World Price/Forward Earnings and Price/Book Value



Through 31 August 2017

Past performance and current analysis do not guarantee future results.

Source: FactSet, MSCI and AB

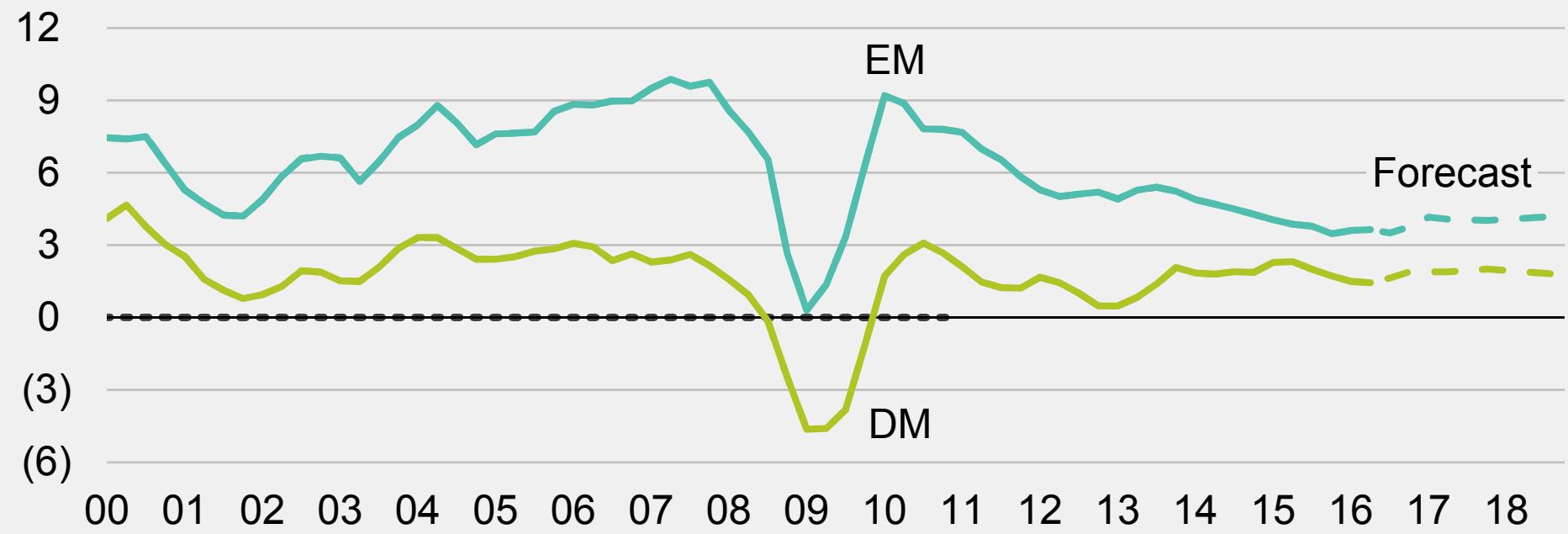


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# La crescita degli EM si è stabilizzata in molti paesi...

## Emerging-Market vs. Developed-Market Growth

Year-over-Year Percent Change



- + Overall EM growth has stabilized after the recent slowdown and is expected to rise modestly

EM and DM growth through 31 March 2017; forecast through 31 December 2018.

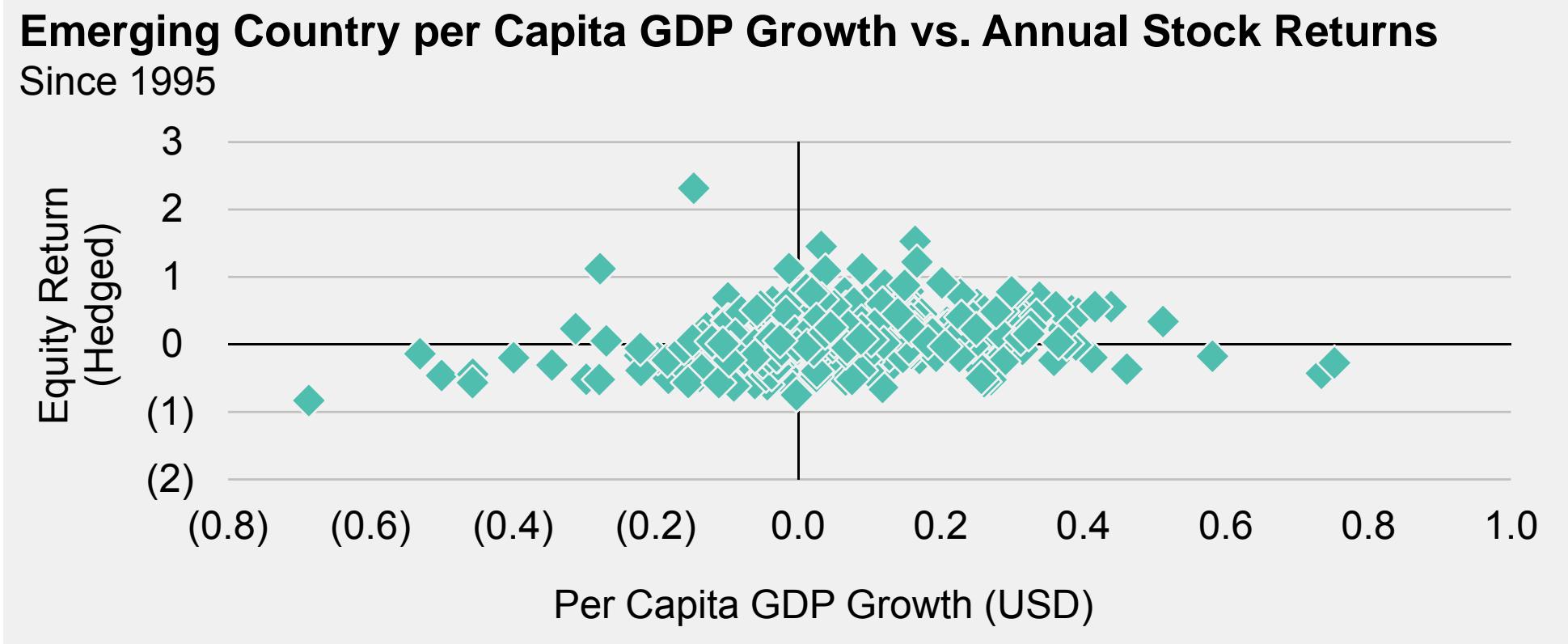
Past performance and current analysis do not guarantee future results.

Source: Haver Analytics, International Monetary Fund (IMF), national sources and AB



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**... anche se le previsioni di crescita del GDP portano a una  
notevole dispersione dei risultati: difficile individuare i vincitori**



From 1 January 1995, through 31 December 2016

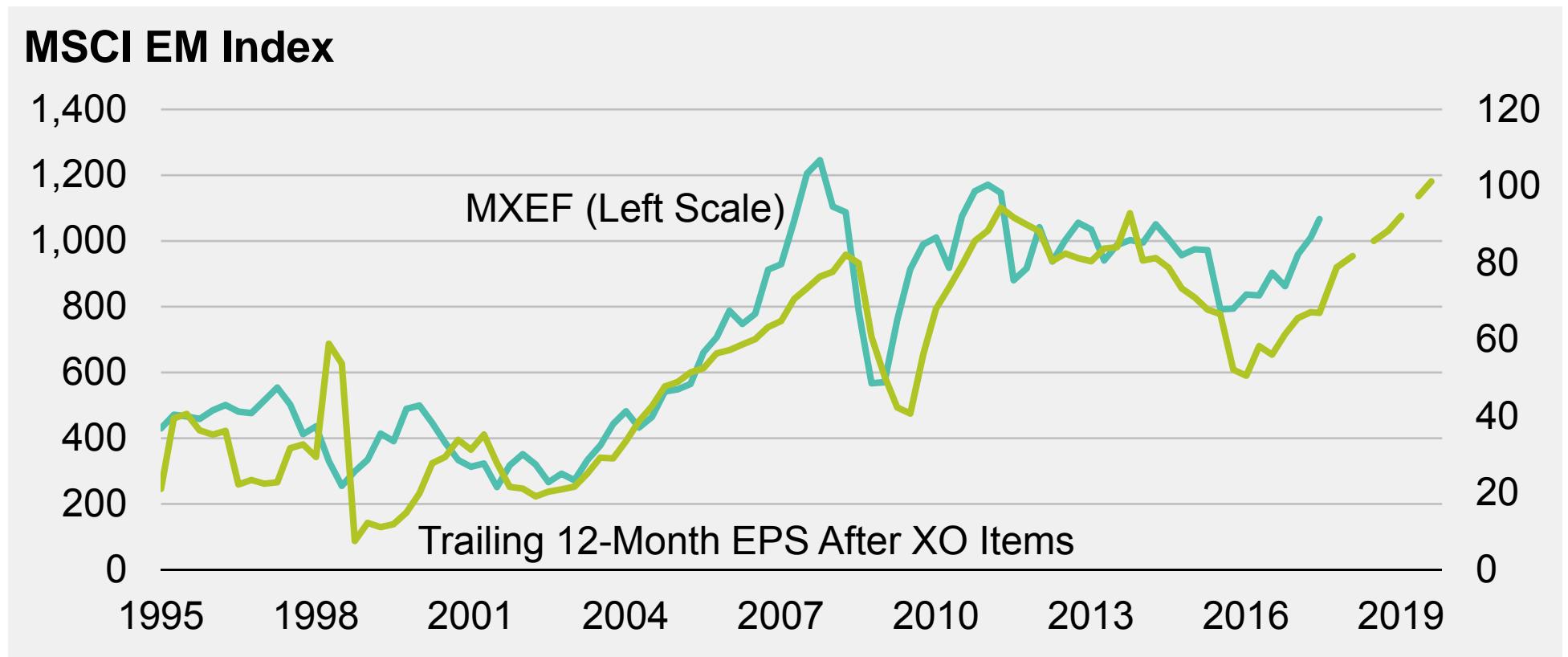
**Historical analysis does not guarantee future results.**

Source: MSCI and AB



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# Utili per azione: indicatore principe nell'azionario emergente

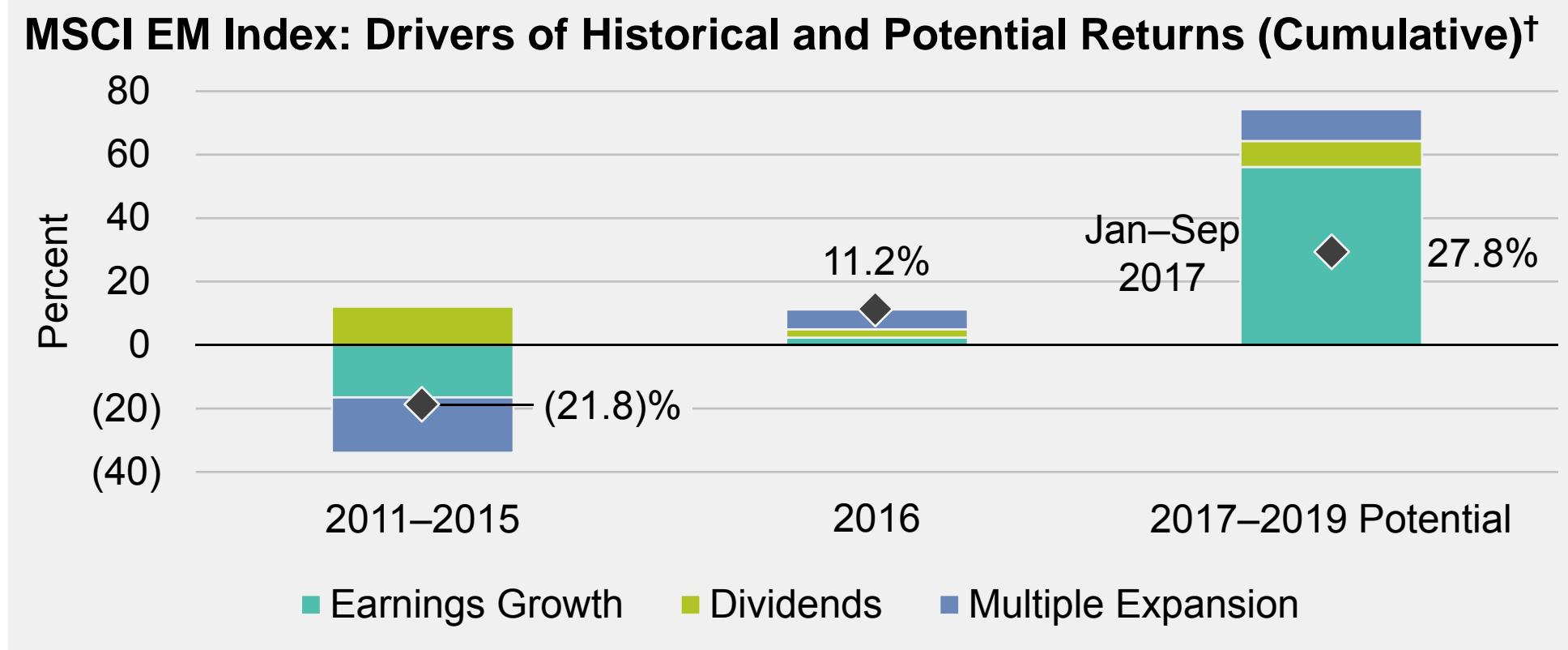


As of 31 August 2017  
Source: Bloomberg



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**... e la crescita degli utili suggerisce un trend positivo di lungo periodo**



As of 30 September 2017

Past performance and current analysis do not guarantee future results.

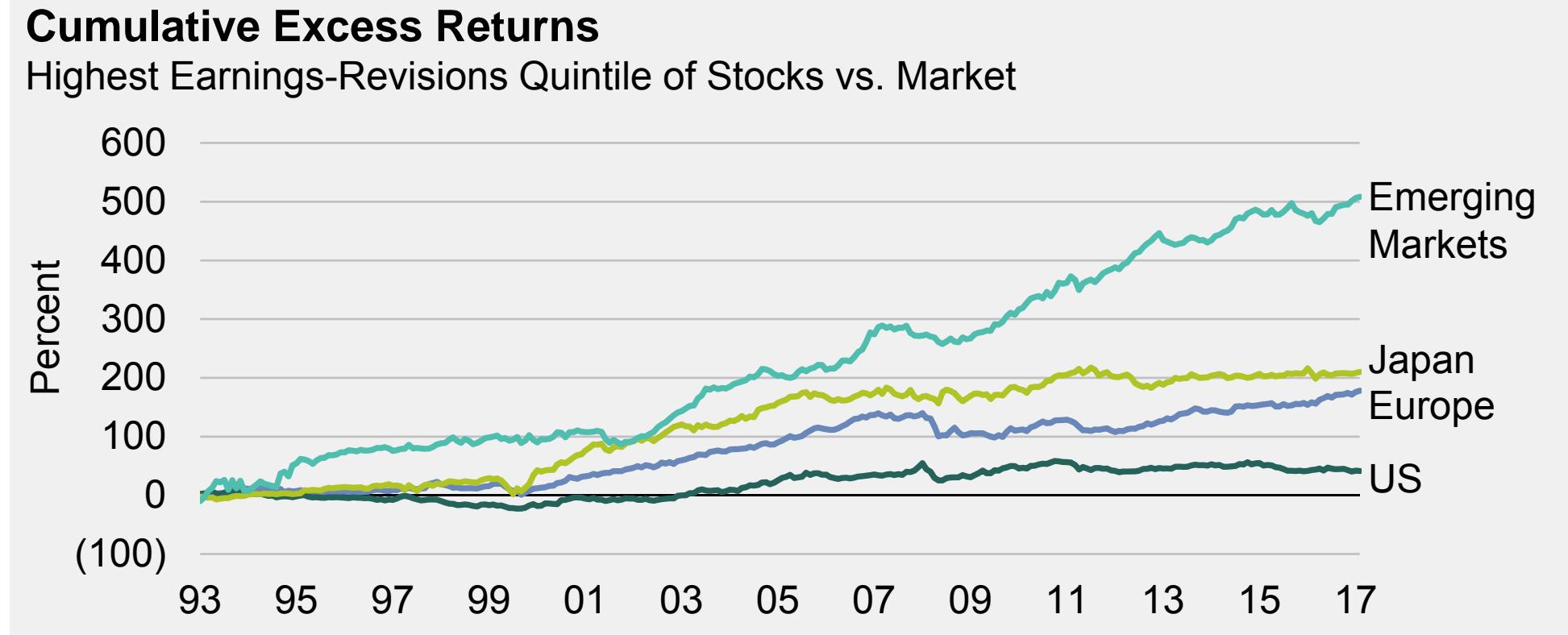
<sup>†</sup>2017–2019 potential returns assume cumulative EPS growth of 56.1%, a total cumulative dividend yield of 8.2% (current consensus estimates), and multiple expansion of 10%.

Source: FactSet, MSCI and AB



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# I mercati emergenti sono relativamente più inefficienti



Through December 31, 2016

**Historical analysis does not guarantee future results.**

Cumulative returns of the highest quintile of emerging-markets stocks based on earnings revisions versus the universe as a whole since 1992

Source: MSCI and AB

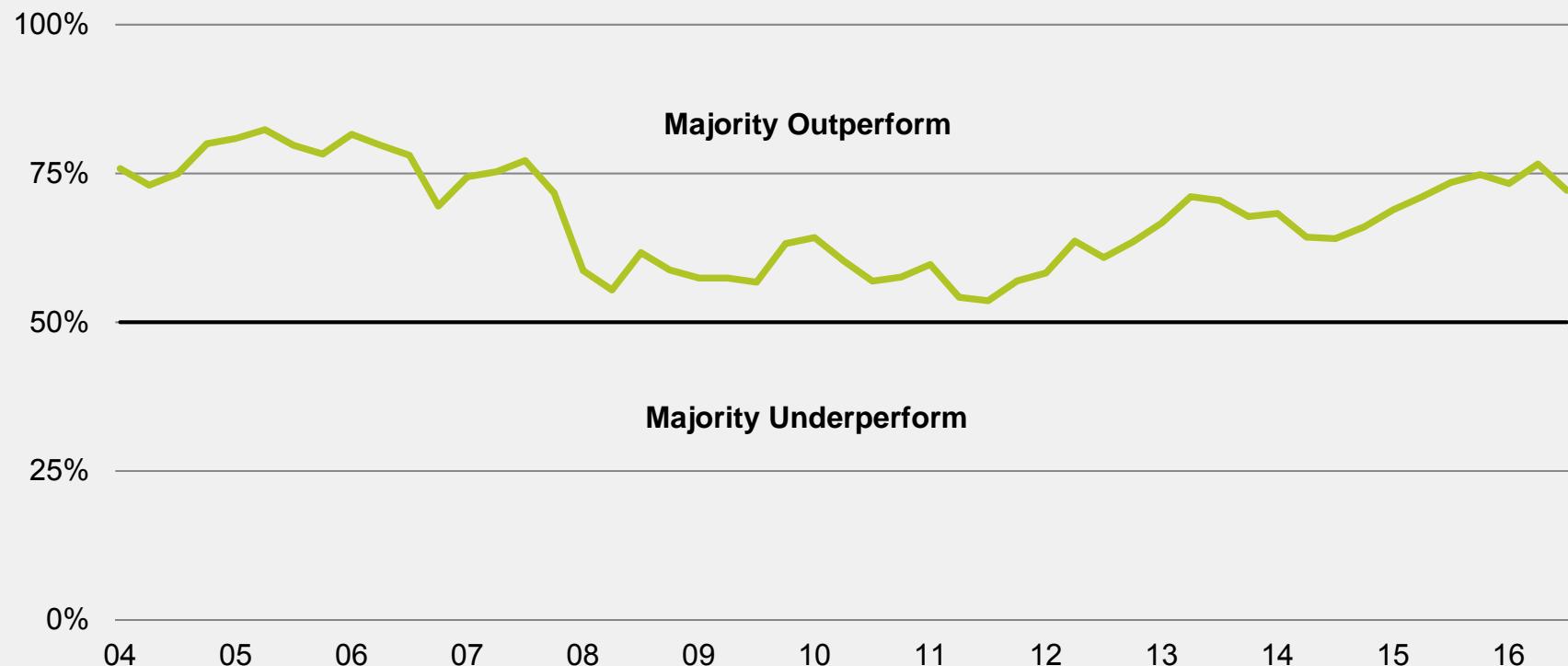


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# La maggioranza dei gestori attivi hanno sovraperformato rispetto ai benchmark di riferimento

Percent of Active Equity Strategies Outperforming the MSCI EM Index

Rolling 5 Year Returns (Net of 0.75% Fee)



Through 30 June 2017

Past performance does not guarantee future results.

Based on gross of fee returns for the eVestment Emerging Markets Large Cap and All Cap universes, minus a hypothetical 0.75% annual fee from all strategies

Source: eVestment, MSCI and AB



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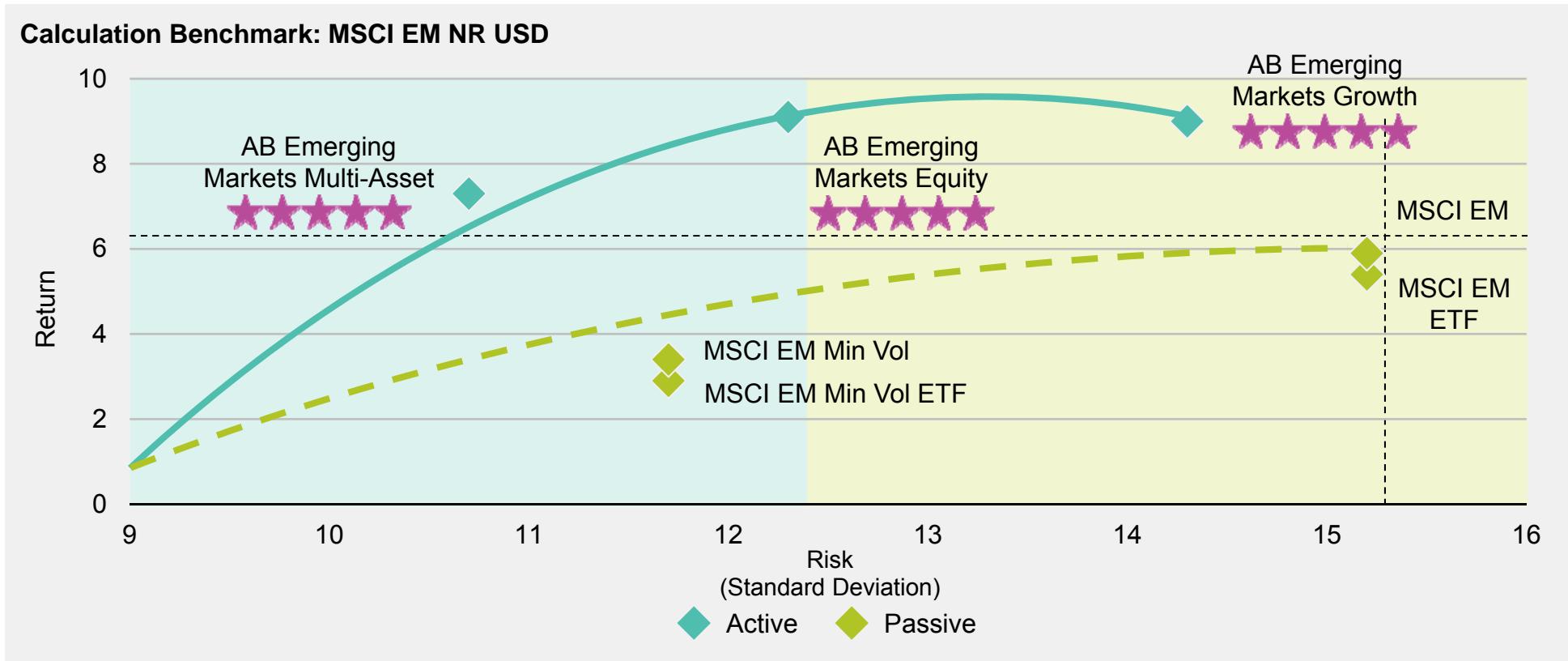
# Active Management

Rendimenti maggiori con minore rischio

3 anni, Net of Fees



Overall Morningstar  
Rating™—Class I Shares  
Rated against 1,779 funds in the Global  
Emerging Markets Equity category,  
based on risk-adjusted returns



As of 31 October 2017. **Past performance does not guarantee future results.**

Common Inception date—13 March 2014; Return and Standard Deviation over three years for AB Emerging Markets Equity, AB Emerging Markets Growth, AB Emerging Markets Multi-Asset, I shares, net of fees, in USD. Standard deviation is calculated using the trailing monthly total returns since inception through 31 October 2017. All monthly standard deviations are annualized.

Returns for other share classes will vary due to different charges and expenses.

Source: Morningstar Direct and AB



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rappresentanza di Milano

[A]  
[B]



# APPENDIX

[**A**]  
**B**

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# We Anticipate and Advance What's Next

A Unique Combination of Expertise, Innovative Solutions and Global Reach

## OUR GOAL

### TO KEEP CLIENTS AHEAD OF TOMORROW

We work every day to earn our clients' trust, create innovative solutions tailored to their unique needs and deliver the performance they expect.

## OUR FIRM

3,468 EMPLOYEES + 22 COUNTRIES + 48 CITIES

# \$535 BILLION AUM

**195** BUY-SIDE ANALYSTS

Avg. 16 years' experience  
and 7 years with AB



**145** PORTFOLIO MANAGERS

Avg. 22 years' experience  
and 12 years with AB

As of 30 September 2017

**Historical analysis does not guarantee future results.**

In US dollars. Source: AB

## WHAT SETS US APART

### People & Culture

We attract the industry's best—people with relentless drive and ingenuity who prize delivering for clients above all else.

### Global Structure

We've built an extensive and integrated global research and investing footprint over four decades, which gives us the broadest possible perspective.

### How We Collaborate

Our experts share ideas across geographies, asset classes and sectors—their collective insights drive innovation and lead to better client outcomes.

### Client Focus

We work with all types of clients; as markets and needs evolve, we do, too—focusing our firm's full resources on achieving their objectives.

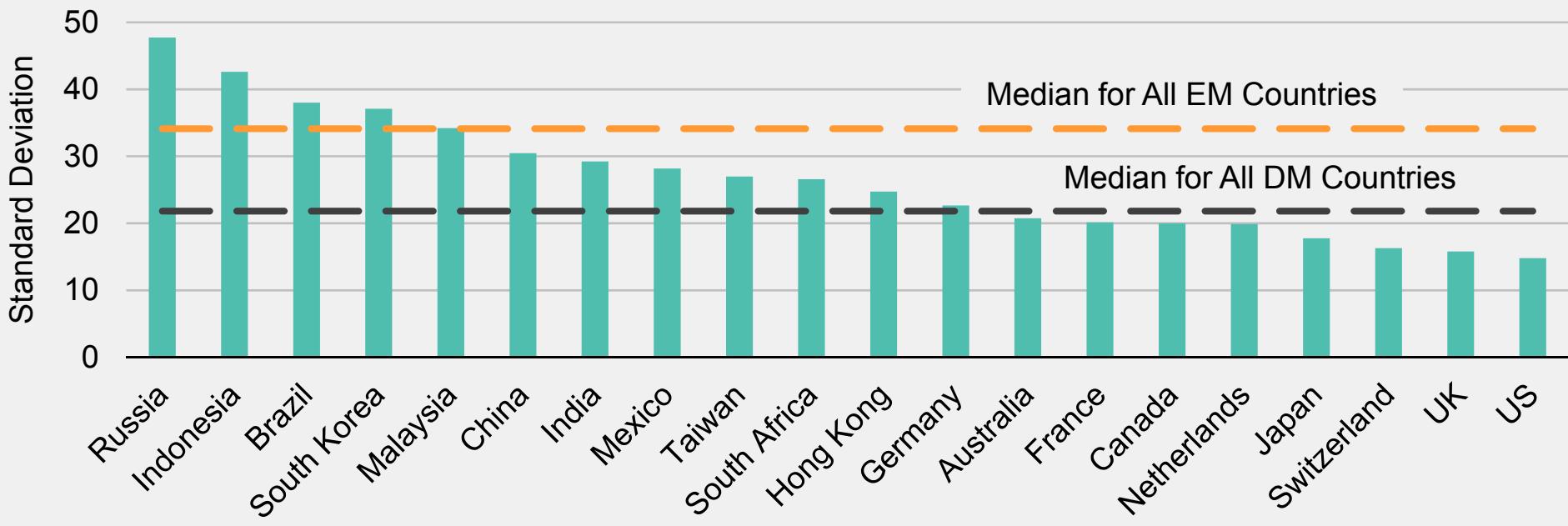


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# Emerging Market Equities Are More Volatile than Developed Market Equities

## Volatility

10 Largest Equity Market Returns (Percent)



As of December 2016

Annualized monthly volatility of USD denominated returns, 1994–December 2016, 10 Largest EM and DM Countries based on today's free float market capitalization as computed by MSCI  
Source: MSCI and AB

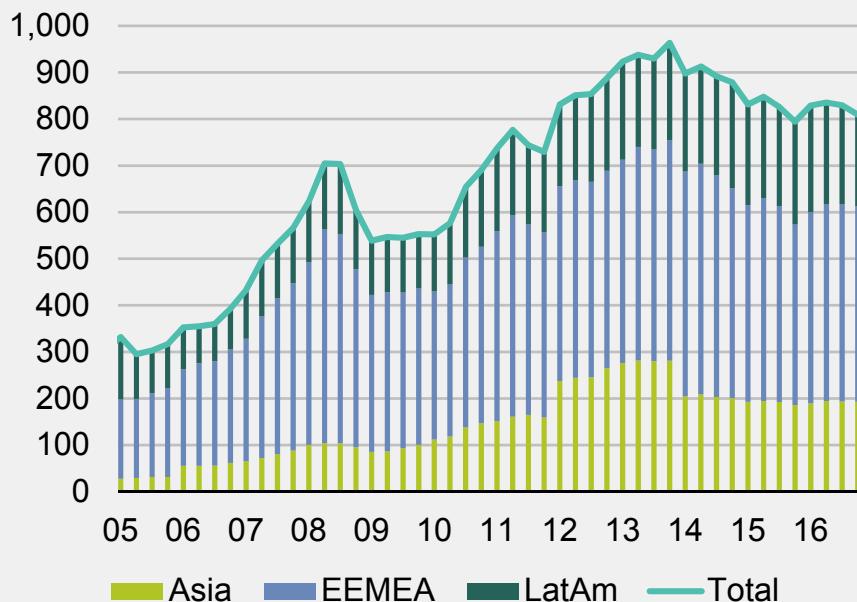


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# Emerging-Market External Vulnerability Has Decreased

**Short-Term External Debt**

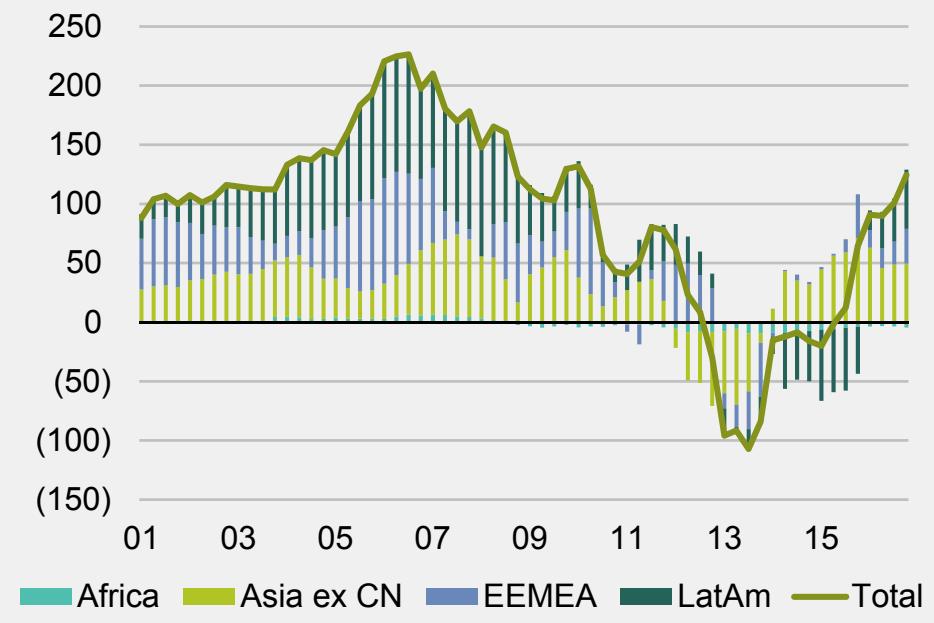
USD Billions



- + Short-term external debt has been declining

**Basic Balance\***

USD Billions



- + The quality of current account financing has improved through increased foreign direct investment

Past performance and current analysis do not guarantee future results.

Through December 31, 2016

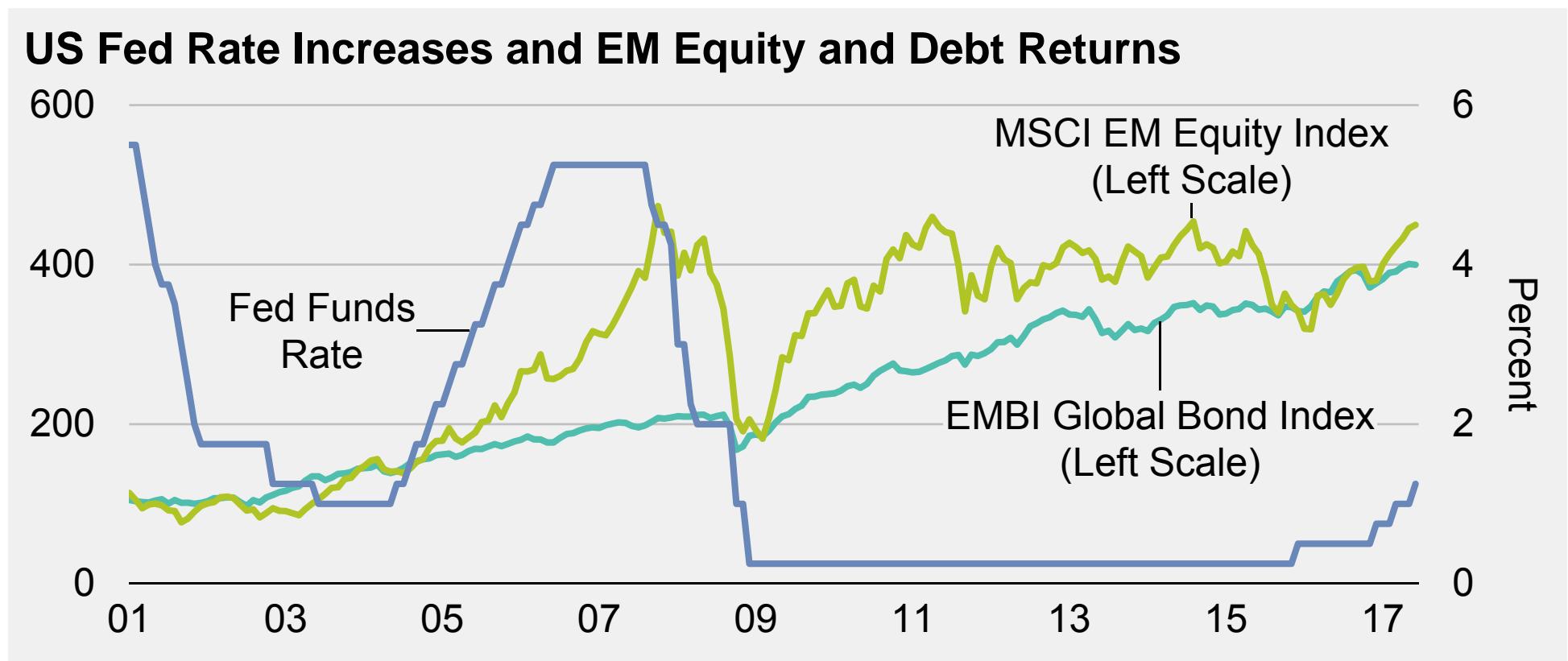
\*Venezuela, India and Vietnam data not available for 2016

Source: Haver Analytics and AB



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# US Rate Hikes Haven't Derailed EM Assets when Growth Is Firming



+ US Federal Reserve history shows that rate increases are not necessarily bad for EM assets

As of 30 June 2017

Past performance and current analysis do not guarantee future results.

Source: Bloomberg, J.P. Morgan, US Federal Reserve and AB



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# EM Equity Portfolio Investment Team

## Portfolio Managers



**Sammy Suzuki**  
Portfolio Manager—  
Emerging Markets  
Equity  
24 Years' Experience  
23 Years with AB



**Kent Hargis**  
Portfolio Manager—  
Emerging Markets  
Equity  
22 Years' Experience  
14 Years with AB



**Stuart Rae**  
CIO—Asia Pacific  
ex Japan Value  
Equities  
24 Years' Experience  
18 Years with AB

## Advisory Members

**Chris Marx**  
Portfolio Manager—Equities  
26 Years' Experience  
20 Years with AB

**Nelson Yu**  
Head of Quantitative  
Research—Equities  
24 Years' Experience  
20 Years with AB

**Joseph Gerard Paul**  
CIO—North American  
Value Equities  
33 Years' Experience  
30 Years with AB

## Collaborative Research Around the Globe



## Equity Research

73 Fundamental Analysts  
14 Quantitative Analysts

As of 30 June 2017. Investment team subject to change.

Source: AB



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# EM Equity Portfolio

## Downside Protection and Upside Capture (Percent)

Since Inception\*

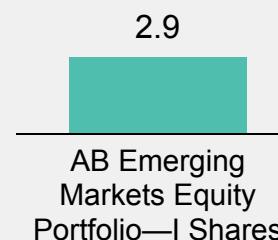
8.7



Up Markets

By Month

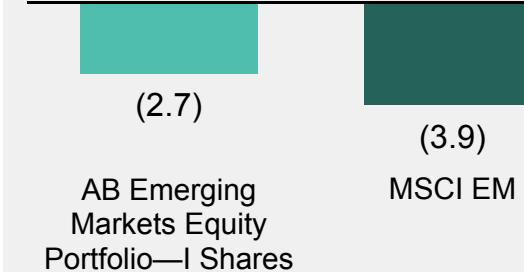
Upside Capture: 90%



Down Markets

By Month

Downside Capture: 69%



Past performance does not guarantee future results.

Performance in US dollars, net of fees. Numbers may not sum due to rounding.

Periods of more than one year are annualized. Arithmetic averages were used to calculate downside and upside capture ratios.

\*Since Inception 1 April 2014 through 30 September 2017

Rated against 1,777 funds in the Global Emerging Markets Equity universe over three years, based on risk-adjusted returns; The Overall Morningstar Rating for a fund is derived from a weighted average of the performance figures associated with its three-year Morningstar Rating metrics. FERI fund rating evaluates a fund's quality within its peer group for investors' purposes. The FERI rating system assigns the fund to one out of five categories: A – 'Very good'; B – 'good'; C – 'average'; D – 'below average'; E – 'poor'; Evaluation date March 2017

Source: MSCI and AB



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# AB Emerging Markets Equity Portfolio

Total Returns, Class I (USD)

Overall Morningstar Rating™—I Shares



Rated against 1,777 funds in the Global Emerging Markets Equity category, based on risk-adjusted returns

Periods Ended 30 September 2017

	3Q 2017	YTD 2017	One Year	Two Years	Three Years	Since Inception*
<b>AB Emerging Markets Equity Portfolio</b>	<b>6.5%</b>	<b>28.0%</b>	<b>21.6%</b>	<b>17.4%</b>	<b>7.9%</b>	<b>9.5%</b>
MSCI Emerging Markets Index	7.9	27.8	22.5	19.6	4.9	6.6
Relative Performance	-1.4%	+0.2%	-0.8%	-2.2%	+3.0%	+3.0%

As of 30 September 2017

**Past performance does not guarantee future results.** Numbers may not sum due to rounding.

\*Inception date: AB Emerging Markets Equity Portfolio—I share class: 13 March 2014

The value of investments and the income from them will vary. Your capital is at risk. Performance data are provided in the share class currency, and include the change in net asset value and the reinvestment of any distributions paid on Portfolio shares for the period shown. Performance data are net of management fees, but do not reflect sales charges or the effect of taxes. Returns for other share classes will vary due to different charges and expenses. The actual return achieved by investors in other base currencies may increase or decrease as a result of currency fluctuations.

The Overall Morningstar Rating for a fund is derived from a weighted average of the performance figures associated with its three-year Morningstar Rating metrics. Performance data of more than one year are annualized.

Source: Morningstar Direct, MSCI and AB



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# EM Growth Investment Team

## Portfolio Managers



**Sergey Davalchenko**

Portfolio Manager  
New York

20 Years in Industry  
20 Years covering EM  
6 Years with AB



**Laurent Saltiel**

Chief Investment Officer  
New York

24 Years in Industry  
15 Years covering EM  
7 Years with AB



**Jia Zhang, CFA**

Portfolio Manager  
Hong Kong

16 Years in Industry  
11 Years covering EM  
6 Years with AB

## Emerging Markets Research

- + 6 Dedicated Analysts and PMs on the Emerging Markets Growth Investment Team
- + 30 PMs and Analysts Dedicated to Emerging Markets on the Broader Equity Team

## Firm-Wide Investment Resources

### Equities

46 Portfolio Managers  
72 Fundamental Analysts  
14 Quantitative Analysts

### Fixed-Income

49 Portfolio Managers  
41 Fundamental Analysts  
9 Quantitative Analysts  
9 Economists

### Multi-Asset and Alternatives

38 Portfolio Managers  
25 Fundamental Analysts  
14 Quantitative Analysts

As of 30 September 2017

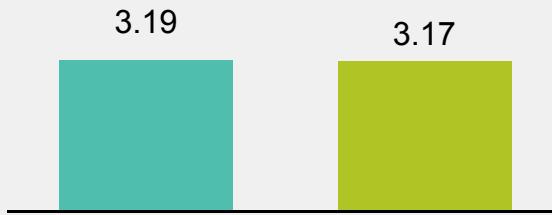


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# EM Growth: Strong Upside Capture and Downside Protection

March 2012—September 2017\*

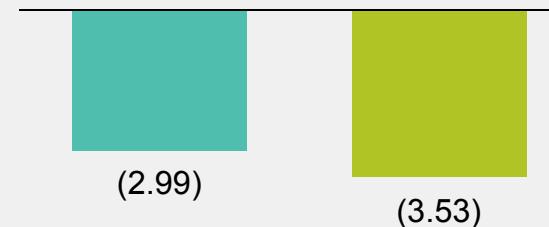
## Average Return in Positive Months



AB EM Growth      MSCI EM

**Upside Capture: 100.7%**  
(38 up months)

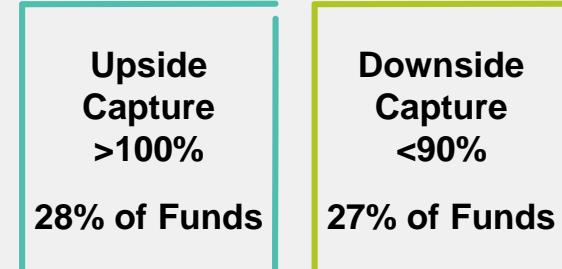
## Average Return in Negative Months



AB EM Growth      MSCI EM

**Downside Capture: 84.5%**  
(29 down months)

## Unique Combination<sup>†</sup>



**Upfront Capture >100%  
AND  
Downside Capture <90%**

**2% of Funds**

As of 30 September 2017

Past performance does not guarantee future results

\*PM start date: 1 March 2012.

Based on monthly returns for Class I shares, net of fees. Performance in USD.

†Based on the Morningstar EAA Global Emerging Markets Equity category. Oldest share class only, excludes index funds. Includes a total of 373 funds with returns from March 2012—September 2017.

Source: Morningstar, MSCI and AB



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# AB Emerging Markets Growth Portfolio

Total Returns, Class I USD

Overall Morningstar Rating™—I Shares



Rated against 1,779 funds in the Global Emerging Markets Equity Category, based on risk-adjusted returns.

	Periods Ending 30 September 2017					
	3Q 2017	Jan-Sep 2017	One Year	Three Years	Five Years	10 Years
<b>Emerging Markets Growth Portfolio</b>	<b>8.7%</b>	<b>31.9%</b>	<b>22.5%</b>	<b>8.1%</b>	<b>7.5%</b>	<b>1.1%</b>
MSCI Emerging Markets Index	7.9%	27.8%	22.5%	4.9%	4.0%	1.3%
Relative Performance	+0.8%	+4.1%	+0.1%	+3.2%	+3.6%	-0.2%

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The value of investments and the income from them will vary. Your capital is at risk. Performance data are provided in the share class currency, and include the change in net asset value and the reinvestment of any distributions paid on Portfolio shares for the period shown. Performance data are net of management fees, but do not reflect sales charges or the effect of taxes. Returns for other share classes will vary due to different charges and expenses. The actual return achieved by investors in other base currencies may increase or decrease as a result of currency fluctuations.

Inception date: Emerging Markets Growth Portfolio Class I—18 July 1997

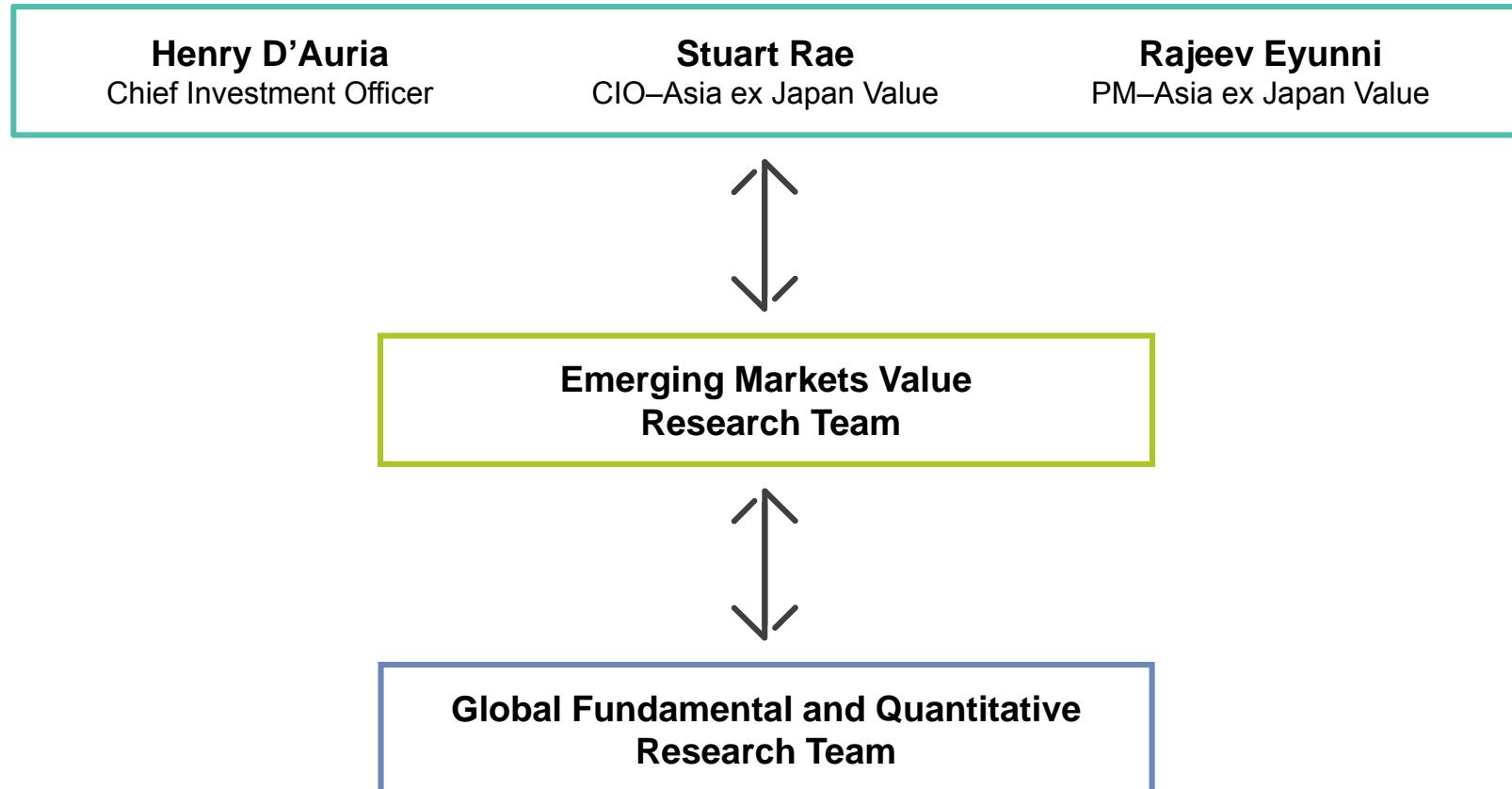
\*Morningstar percentile rankings based on the Morningstar EAA Fund Global Emerging Markets Equity peer category

Source: MSCI, Morningstar and AB



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# EM Value: Investment Team

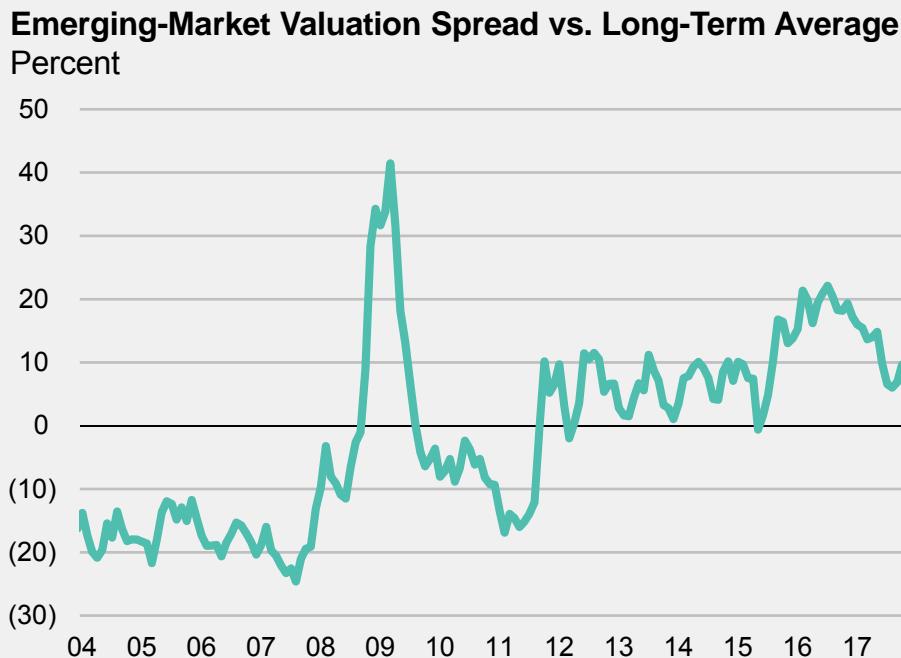


As of 30 September, 2017



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# EM Value: Positioned to Capture the Opportunity in Value Stocks



- + Valuation spreads in emerging markets remain above their historical average
- + With business conditions among value companies continuing to show improvement, we expect value stocks to outperform significantly

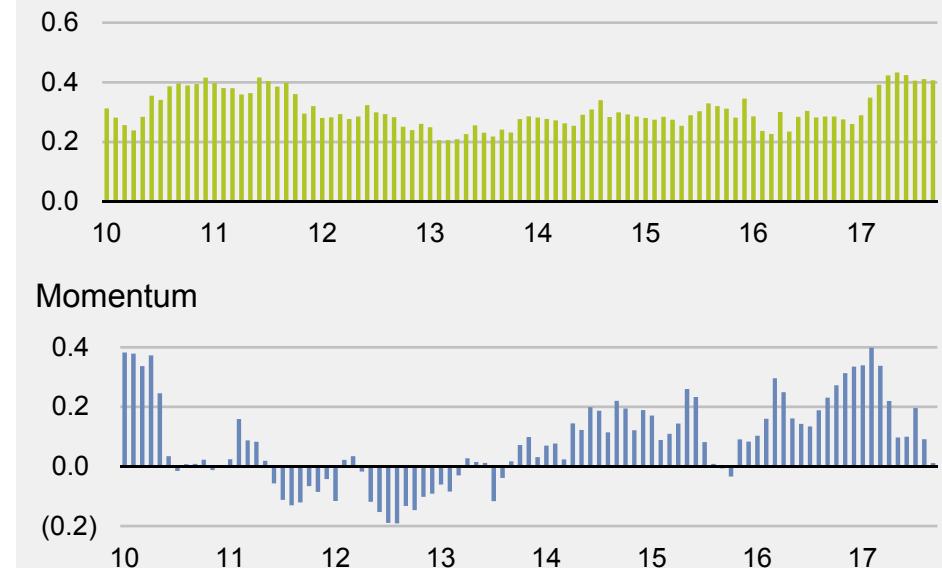
As of 30 September 2017

Based on a representative Emerging Markets Value account

\*Exposures in terms of standard deviations relative to the benchmark. For example, a price/book of +0.3 means that the portfolio's price/book is 0.3 standard deviation above that of the benchmark (i.e., the portfolio is cheaper than the benchmark).

Source: Barra, FactSet, MSCI and AB

**Barra Factor Exposures: AB EMV vs. MSCI EM\***  
Price to Book



- + Through the lens of the Barra EM risk model, our exposure to value has significantly increased
- + Our exposure to price momentum remains positive even without exposure to high-momentum Internet names



# AB Emerging Markets Value Portfolio

Total Returns, Class I USD

Overall Morningstar Rating™—I Shares



Rated against 1,779 funds in the Global Emerging Markets Equity Category, based on risk-adjusted returns.

	Periods Ending 30 September 2017					
	3Q 2017	Jan-Sep 2017	One Year	Three Years	Five Years	Since Inception
<b>Emerging Markets Value Portfolio</b>	<b>5.5%</b>	<b>22.5%</b>	<b>18.2%</b>	<b>3.6%</b>	<b>2.9%</b>	<b>2.1%</b>
MSCI Emerging Markets Index	7.9%	27.8%	22.5%	4.9%	4.0%	4.3%
Relative Performance	-2.3%	-5.3%	-4.3%	-1.3%	-1.0%	-2.2%

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Inception date: Emerging Markets Value Portfolio Class I—1 March 2010

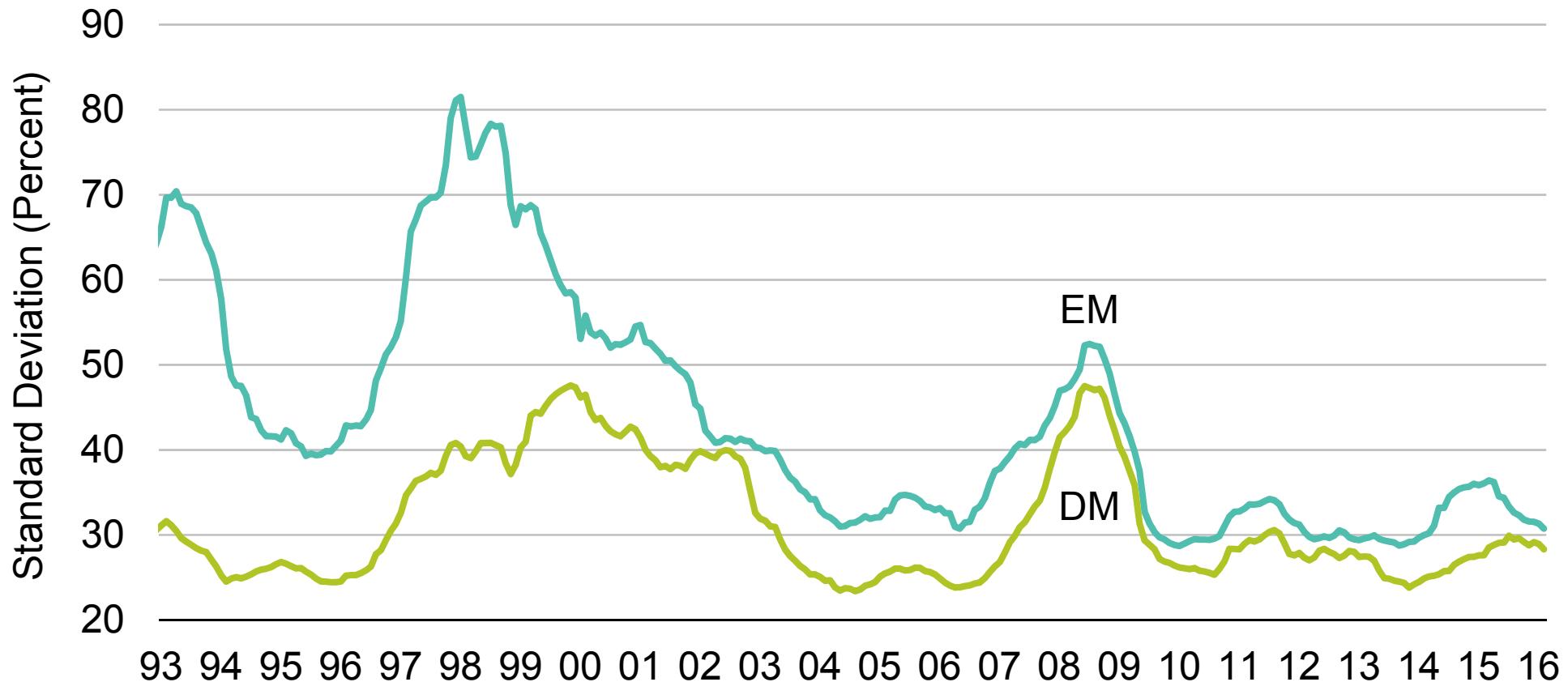
\*Morningstar percentile rankings based on the Morningstar EAA Fund Global Emerging Markets Equity peer category

Source: MSCI, Morningstar and AB



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# Single Stock Volatility in Emerging Markets Is Higher



As of December 2016

12-month rolling average single stock annualized volatility

Source: MSCI and AB

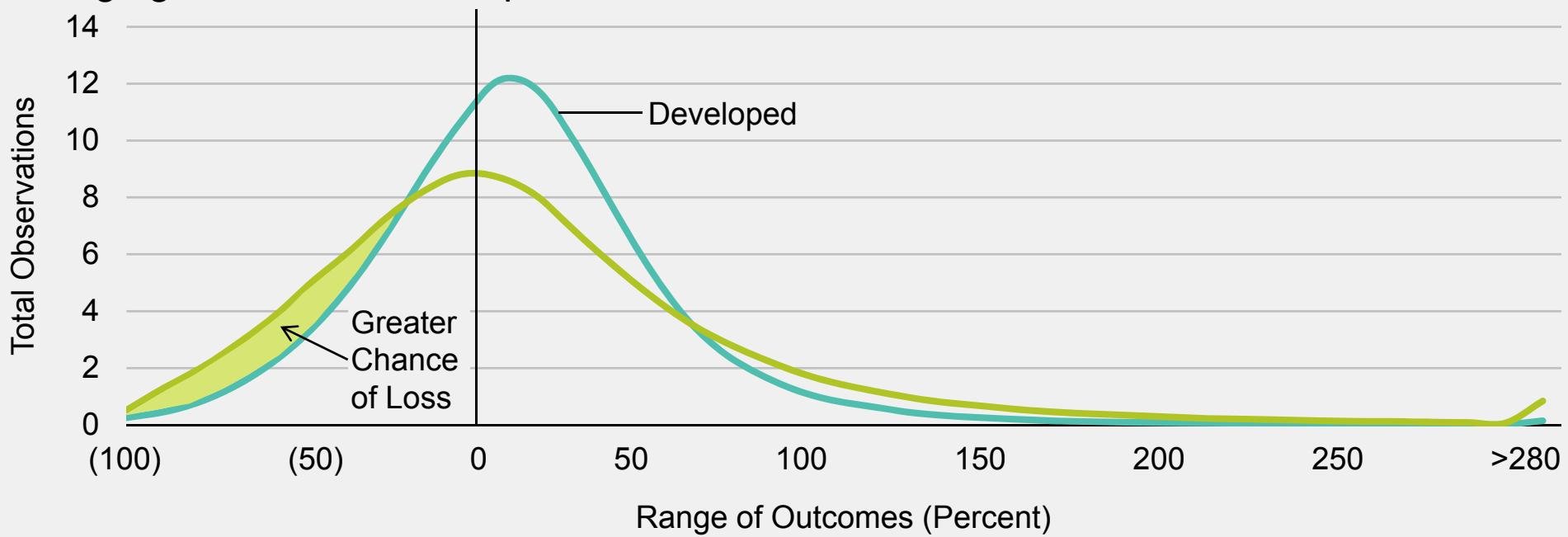


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# Risk of Big Losses Is Greater for EM Stocks

## Distribution of Total Returns Since 1996

Emerging Market vs. Developed Market



Through 31 July 2017

**Historical analysis does not guarantee future results.**

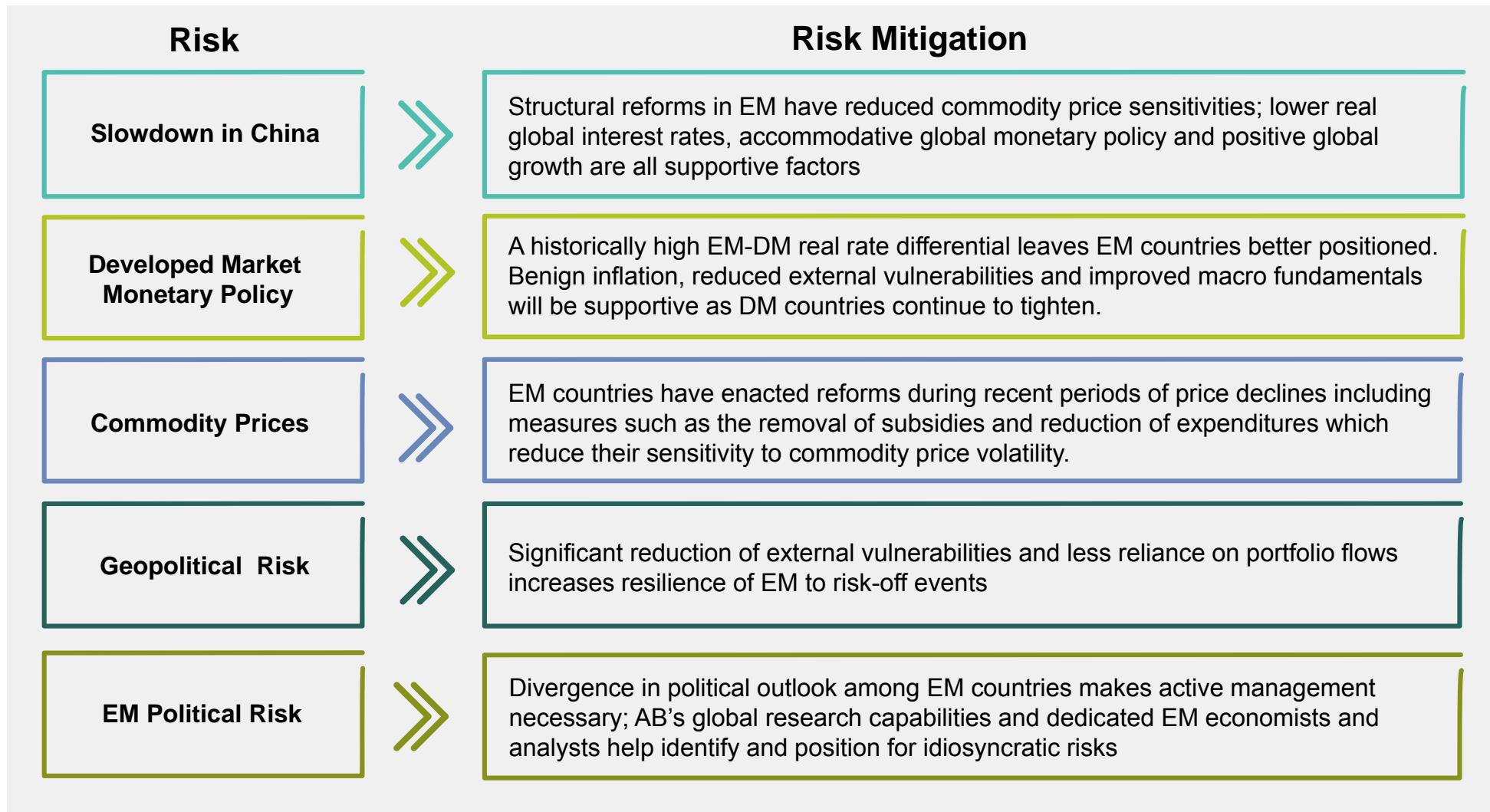
Distribution of actual total returns for individual stocks in the MSCI EM and MSCI World indices since 1 January 1996

Source: MSCI and AB



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# Main Global Risks Impacting Emerging Markets



Past performance and current analysis do not guarantee future results.

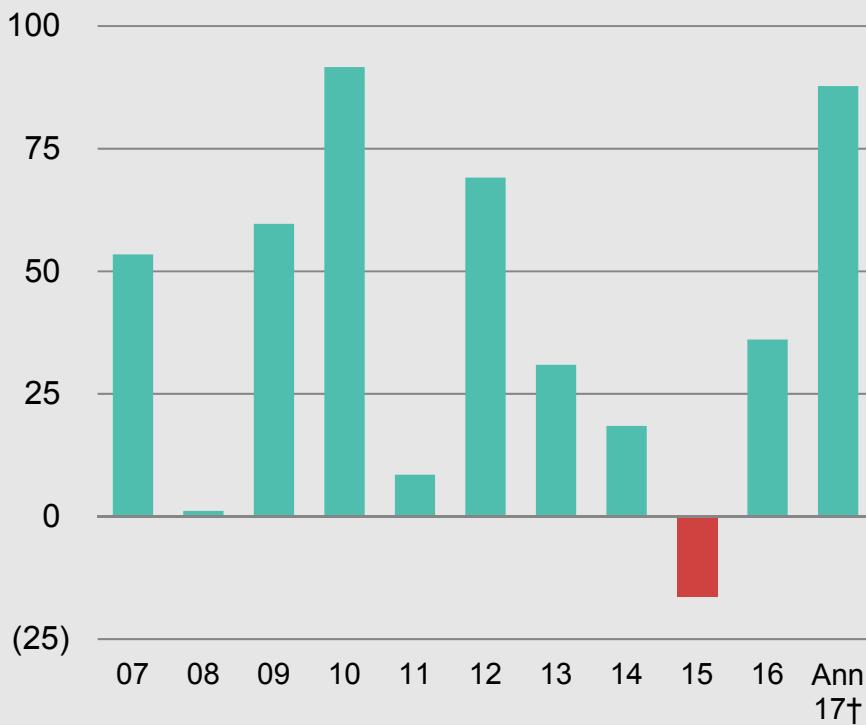


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# Technicals Are Supportive as Investor Sentiment Continues To Improve

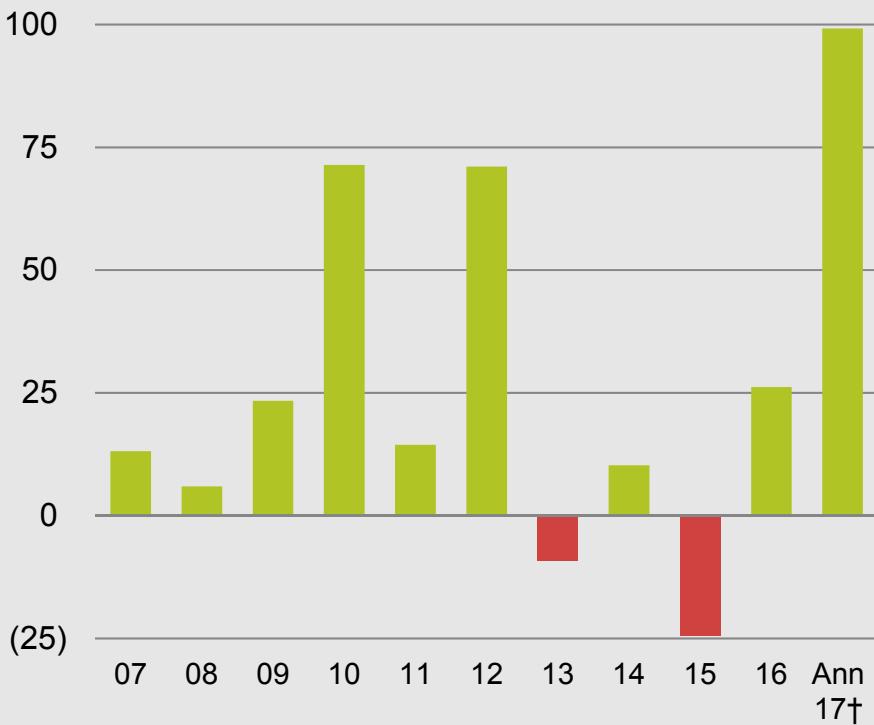
## Investor Flows into EM Equity Funds Have Resumed...

Global Net Flows to EM Equity Funds (USD bil)\*



## ...and So Have Flows into EM Bond Funds

Global Net Flows to EM Fixed Income Funds (USD bil)\*\*



Past performance and current analysis do not guarantee future results.

As of August 31, 2017

\*Based on Morningstar Worldwide Global Emerging Markets Equity Mutual Funds & ETFs

\*\*Based on Morningstar Worldwide Global Emerging Markets Fixed Income Mutual Funds & ETFs

† The YTD 2017 flow data is annualized, based on \$66.1 billion estimated net inflows into Worldwide EM Fixed Income Mutual Funds and ETFs and \$58.5 billion estimated net inflows into Worldwide Global EM Equity Mutual funds & ETFs through August 31, 2017

Source: Morningstar and AB



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# EME: Sector Weights

Sector	Portfolio Weight*	Benchmark Weight†	Relative Weight
Financials	28.1%	23.4%	4.7
Health Care	5.3	2.3	3.0
Industrials	7.6	5.4	2.2
Telecom	5.3	5.1	0.2
Consumer Staples	6.3	6.5	-0.2
Consumer Discretionary	9.8	10.3	-0.5
Materials	6.3	7.2	-0.9
Utilities	1.5	2.6	-1.1
Real Estate	1.6	2.9	-1.3
Energy	5.4	6.8	-1.4
Technology	22.8	27.6	-4.8
<b>Total</b>	<b>100.0%</b>	<b>100.0%</b>	

As of 30 September 2017

**Holdings are subject to change. Sectors weights are subject to change. Numbers may not sum due to rounding.**

\*Portfolio weights based on the AB Emerging Markets Equity Portfolio; percent of total excluding cash and futures.

†Benchmark weights are represented by MSCI Emerging Markets.

Source: MSCI and AB



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# EME: Country and Region Weights

	Portfolio Weight* (%)	Benchmark Weight† (%)	Relative Weight (%)
Hong Kong	7.1	0.1	7.0
United States	3.7	0.0	3.7
Hungary	3.7	0.3	3.3
Austria	3.3	0.0	3.3
Argentina	2.6	0.0	2.6
Poland	3.7	1.3	2.4
Switzerland	2.4	0.0	2.4
Taiwan	13.6	11.5	2.1
United Arab Emirates	1.6	0.7	0.9
United Kingdom	0.8	0.0	0.8
China	30.2	29.5	0.7
Czech Republic	0.8	0.2	0.6
France	0.5	0.0	0.5
Peru	0.4	0.4	0.0
Romania	0.0	0.1	-0.1
Pakistan	0.0	0.1	-0.1
Egypt	0.0	0.1	-0.1
Greece	0.0	0.3	-0.3
Turkey	0.7	1.1	-0.4
Colombia	0.0	0.4	-0.4
Qatar	0.0	0.6	-0.6
Thailand	1.6	2.2	-0.6
Chile	0.6	1.3	-0.7
Brazil	6.5	7.6	-1.0
Philippines	0.0	1.1	-1.1
Korea	12.7	15.0	-2.2
Indonesia	0.0	2.3	-2.3
Malaysia	0.0	2.3	-2.3
Russia	1.0	3.4	-2.5
Mexico	0.0	3.5	-3.5
India	2.6	8.4	-5.8
South Africa	0.0	6.3	-6.3

As of 30 September 2017

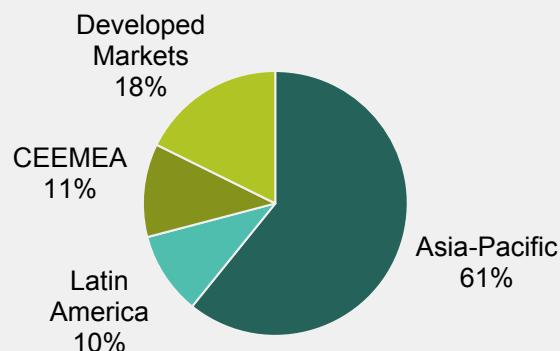
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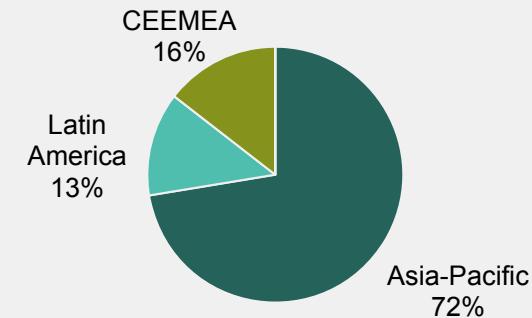
†Benchmark weights are represented by MSCI Emerging Markets.

Source: MSCI and AB

## Emerging Markets Strategic Core



## MSCI Emerging Markets Index



# Accessing the Fastest Growing Economies Through a Range of Strategies



...limited downside risk

...income

...style diversification

...unique alpha

## Representative Portfolios

AB Emerging Markets Equity Portfolio

AB Emerging Markets Multi-Asset Portfolio

AB Emerging Markets Growth  
AB Emerging Markets Value

AB Frontier Markets

Source: AB



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## A Strategic Allocation to Emerging Markets Is For Investors Who:

- + Want access to the Fast Growing Economies
- + Have a medium (3–5 year) time frame
- + Consider the appropriate risk-reward approach
- + Aware that passive investing is not risk free



There can be no assurances that investment objectives will be achieved.

Source: AB



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# DISCLOSURES



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# A Word About Risk

## AB Emerging Markets Equity Portfolio

**Investment in the Fund entails certain risks.** Investment returns and principal value of the Fund will fluctuate so that an investor's shares, when redeemed, may be worth more or less than their original cost. The Fund is meant as a vehicle for diversification and does not represent a complete investment program. Some of the principal risks of investing in the Fund include emerging-market risk, focused portfolio risk, allocation risk, smaller capitalisation companies risk, derivatives risk, OTC derivatives counterparties risk, equity securities risk and REITs. These and other risks are described in the Fund's prospectus. Prospective investors should read the prospectus carefully and discuss risk and the Fund's fees and charges with their financial adviser to determine if the investment is appropriate for them.

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**The value of an investment in the Fund can go down as well as up, and investors may not get back the full amount they invested. Before investing in the Fund, investors should review the Fund's full prospectus, together with the Fund's Key Investor Information Document and the most recent financial statements. Copies of these documents, including the latest annual report and, if issued thereafter, the latest semiannual report, may be obtained free of charge by visiting [www.abglobal.com](http://www.abglobal.com) or by contacting the local distributor in the jurisdictions in which the Fund is authorized for distribution, or in the case of Swiss investors, from the registered office of the Swiss representative.**



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## AB Emerging Markets Equity Portfolio

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# Breve nota sui rischi

**Rischio di mercato:** il valore di mercato degli investimenti può salire o scendere quotidianamente. Pertanto, gli investimenti possono perdere il loro valore.

**Rischi associati ai tassi d'interesse:** le obbligazioni possono perdere valore se i tassi d'interesse salgono o scendono. Le obbligazioni a lungo termine (di *duration* lunga) tendono ad oscillare (quindi a salire e a scendere) di più rispetto alle obbligazioni a breve termine (di *duration* breve).

**Rischio di credito:** il *rating* di una obbligazione riflette la capacità dell'emittente di effettuare puntualmente il rimborso degli interessi o del capitale. Più basso è il rating, più elevato è il rischio di inadempimento. Qualora la solidità finanziaria dell'emittente si deteriori, il *rating* dell'emittente potrà scendere e il valore dell'obbligazione potrà diminuire.

**Rischio di allocazione:** l'allocazione in tipologie diverse di attività può avere un impatto rilevante sui rendimenti qualora una delle tipologie di attività selezionate abbia un rendimento significativamente inferiore rispetto ad altre.

**Rischi associati all'investimento all'estero:** gli investimenti all'estero possono essere più volatili in virtù delle incertezze di natura politica, normativa, economica e di mercato connesse ai medesimi. Tali rischi sono maggiore nel caso di investimenti in paesi in via di sviluppo o con mercati emergenti.

**Rischio valutario:** le oscillazioni valutarie possono avere un impatto rilevante sui rendimenti e il valore di un investimento può risentirne negativamente qualora convertito nella valuta in cui l'investimento iniziale è stato fatto.

**Rischio associato alla misura della capitalizzazione:** le partecipazioni in società più piccole sono spesso più volatili delle partecipazioni in società di maggiori dimensioni.

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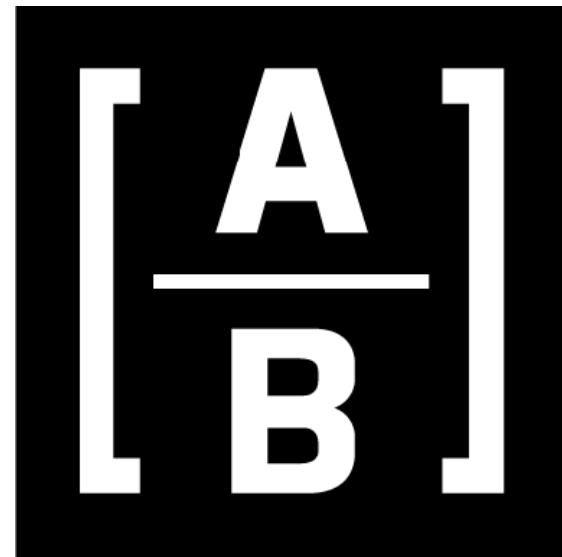
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