

Virtus Investment Partners (NYSE: VRTS) is a distinctive partnership of boutique investment managers, singularly committed to the long-term success of individual and institutional investors.

- AUM of \$179.3<sup>1</sup> billion managed in a multi-boutique structure
- Flexible model with offerings from both affiliated and unaffiliated managers

## INVESTMENT OFFERINGS

We offer investment strategies in a diverse range of styles and disciplines, managed by a collection of distinctive investment managers, both affiliated and unaffiliated.

We have offerings in various asset classes (domestic and international equity, fixed income, multi-asset, and alternative), across all market capitalizations (large, mid, and small), in different styles (growth, blend, and value), and with various investment approaches (fundamental, quantitative, and thematic).

### Product Types

- Open-end mutual funds
- Closed-end funds
- Variable insurance funds
- Exchange-traded funds
- Global funds
- Retail separate accounts
- Institutional accounts
- Structured products
- Collective investment trusts

## DISTRIBUTION

- Investment solutions for individuals are available through national, regional, and independent broker-dealer firms as well as RIAs.
- Institutional investment solutions are available for U.S. and international corporations, government entities, endowments, foundations, and multi-employer pension plans.

## OUR VALUE PROPOSITION

### Flexible Multi-Boutique Model

- Flexible partnership approach with alignment of interests
- Preserves affiliate culture, investment process, and brand
- Shared distribution and support services

### Diverse, High-Quality Product Offerings

- Well diversified across asset classes and investment styles
- Differentiated strategies for changing environments and investor preferences
- Consistently strong investment performance

### Extensive Distribution Capabilities

- Provides one-point access to distinctive investment capabilities
- Relationships with a broad network of intermediaries, consultants, and institutional clients
- Consultative and educational sales approach

### Attractive Financial Profile

- Strong and diverse cash flow
- Proven operating leverage and ability to generate attractive margins
- Prudent capital management with modest financial leverage, focused on growing the business

### Multiple Opportunities for Growth

- Introduction of new products
- Expansion of investment capabilities and distribution
- Addition of new affiliates

## OUR AFFILIATED MANAGERS

- We believe investment professionals operating in boutique environments that allow for the appropriate focus and culture generate more sustainable and predictable returns for their clients.
- Our boutique affiliates maintain autonomy over their investment process, structure, culture, brand identity, and day-to-day activities, with access to best-in-class shared resources.



## ASSETS UNDER MANAGEMENT (\$179.3 BILLION)

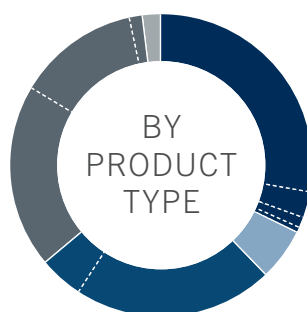


### Affiliated Managers

■ Kayne Anderson Rudnick	\$65.3	36%
■ SGA	28.8	16%
■ Newfleet <sup>1</sup>	14.7	8%
■ Seix <sup>1</sup>	13.0	7%
■ Duff & Phelps	12.3	7%
■ AlphaSimplex	7.3	4%
■ NFJ	6.4	4%
■ Ceredex	6.0	3%
■ Stone Harbor <sup>1</sup>	5.4	3%
■ Westchester	3.6	2%
■ Silvant	2.4	1%
■ ZCI <sup>2</sup>	2.1	1%
■ VIA and Other <sup>3</sup>	0.8	1%
	<u>\$168.1</u>	<u>93%</u>

### Unaffiliated Managers

■ Voya	\$9.7	6%
■ Other <sup>4</sup>	1.5	1%
	<u>\$11.2</u>	<u>7%</u>



### Funds

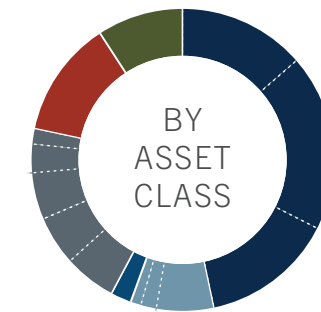
■ U.S. Retail	\$50.3	28%
■ Closed-End	10.1	5%
■ Global	4.7	3%
■ ETFs	1.9	1%
■ Variable Insurance	0.9	1%
	<u>\$67.9</u>	<u>38%</u>

### Retail Separate Accounts

■ Intermediary Sold	\$38.6	22%
■ Private Client	8.2	4%
	<u>\$46.8</u>	<u>26%</u>

### Institutional

■ Separate Accounts	\$35.3	20%
■ Subadvisory	23.8	13%
■ Structured Products	3.4	2%
■ Commingled Vehicles	2.1	1%
	<u>\$64.6</u>	<u>36%</u>



### Equity

■ Domestic Mid-Cap	\$33.6	19%
■ Domestic Large-Cap	25.1	14%
■ Domestic Small-Cap	24.8	14%
■ Global	11.2	6%
■ Specialty <sup>5</sup>	4.1	2%
■ Developed Market	2.7	2%
■ Emerging Market	2.0	1%
	<u>\$103.5</u>	<u>58%</u>

### Fixed Income

■ Investment Grade	\$10.0	6%
■ Leveraged Finance	9.3	5%
■ Multi-Sector	8.9	5%
■ Emerging Market Debt	5.4	3%
■ Hybrid	3.4	2%
	<u>\$37.0</u>	<u>21%</u>

### Multi-Asset and Alternatives

■ Multi-Asset <sup>6</sup>	\$22.0	12%
■ Alternatives <sup>7</sup>	16.8	9%
	<u>\$38.8</u>	<u>21%</u>

\$ billions. As of March 31, 2024; totals may not add due to rounding. <sup>1</sup>Division of Virtus Fixed Income Advisers, LLC ("VFIA"), an SEC registered investment adviser. <sup>2</sup>Virtus has 30% ownership stake in Zevenbergen Capital Investments (ZCI). <sup>3</sup>Systematic, Multi-Asset, and ETF strategies. <sup>4</sup>Other unaffiliated subadvisers. <sup>5</sup>Includes strategies designed to give targeted investment exposure to specific trends, themes, or industry sectors. <sup>6</sup>Consists of strategies and client accounts with substantial holdings in at least two of the following asset classes: equity, fixed income, and alternative. <sup>7</sup>Consists of managed futures, event-driven, real estate securities, infrastructure, long/short, and other strategies.

Investing involves risk, including the risk of possible loss of principal.