

## South Dakota Investment Council / VP Distributors

### 1st Quarter Conference Call Minutes

Wednesday, May 5, 2021

#### Attendees:

Tammy Otten (SDIC)

Heather Bergman (AGI U.S. Multi-Asset)

Sherry Nelson (SDIC)

Matthew Hamel, (VPD)

#### I. AGI Distributors (AGID): Assets under management and sales update.

ASSETS	1Q21	4Q20
South Dakota (Advisor Sold)	\$77M	\$75M
South Dakota (Direct)	\$35M	\$34M
National (Advisor Sold)	\$909M	\$911M
<b>Total Plan Assets</b>	<b>\$1,021M</b>	<b>1,020M</b>

SALES	1Q21		4Q20	
	Gross	Net	Gross	Net
South Dakota (Advisor Sold)	\$925k	(\$207k)	\$806k	(\$209k)
South Dakota (Direct)	\$1.1M	(\$1.0M)	\$637k	\$190k
National (Advisor Sold)	\$10.4M	(\$16.4M)	\$8.2M	(\$15.4M)
<b>Total Plan Assets</b>	<b>\$12.5M</b>	<b>(\$17.6M)</b>	<b>\$9.7M</b>	<b>(\$15.4M)</b>

#### II. AGI U.S. Multi-Asset – Quarterly Investment Portfolio Review

Performance of Portfolios – *The age-based and static portfolios' returns were relatively close to the benchmarks, with the more aggressive age-based portfolios underperforming and the more conservative age-based portfolios outperforming for the quarter. Of the stand-alone funds available to investors that use a financial advisor, Dodge & Cox International Stock Fund was a big outperformer, +3.68% versus its benchmark. PIMCO Income Fund outperformed by 3.2%. American Funds New Perspective underperformed by 2.3% and Virtus NFJ Dividend Value underperformed by 3.22%.*

- III. *The process to change the custodian and transfer agent from SS&C to BNY Mellon will be completed by Q3 2021.*
- IV. *Going forward, Allianz Global Asset US and VPD will consider potential changes in the Plan offerings only if the changes are expected to enhance performance or lower cost.*
- V. *VPD has an existing relationship with Morningstar and will work with them to educate them on the transition from Allianz.*
- VI. *A conference call between VPD on marketing the plan was held on May 12. Participants were Matt Hamel and Emma Simon from VPD, Sherry Nelson from SDIC and Josh Haeder, the State Treasurer. We discussed what was currently being doing for in-state marketing and new ideas for future marketing campaigns.*