

South Dakota Investment Council / VP Distributors
4th Quarter Conference Call Minutes
February 6, 2024

Attendees:

Tammy Otten (SDIC)
Sherry Nelson (SDIC)

Heather Bergman (Virtus Multi-Asset)
Michael Sebesta, (Virtus Investment Partners)
Michelle Gallo (Virtus Investment Partners)

I. Virtus Investment Partners: Assets under management and sales update.

ASSETS	4Q23	3Q23
South Dakota (Advisor Sold)	\$74M	\$69M
South Dakota (Direct)	\$34M	\$32M
National (Advisor Sold)	\$726M	\$691M
Total Plan Assets	\$834M	\$793M

SALES	4Q23		3Q23	
	Gross	Net	Gross	Net
South Dakota (Advisor Sold)	\$856k	(\$734k)	\$620k	(\$2.2M)
South Dakota (Direct)	\$442k	(\$160k)	\$419k	(\$994k)
National (Advisor Sold)	\$5.4M	(\$19.7M)	\$5.1M	(\$36.4M)
Total Plan Assets	\$6.7M	(\$20.6M)	\$6.1M	(\$39.6M)

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

Performance of Portfolios –All of the age-based portfolios outperformed their benchmarks for the quarter. The top contributors and detractors in key underlying funds were the Virtus Global Allocation Fund (+.20% alpha), Dodge & Cox International Stock (-3.61%), PIMCO Income (+.92%), MetWest Total Return Bond Fund (+.72%), Virtus NFJ Dividend Value (+5.38%), American Funds New Perspective (+.44%) and Virtus Newfleet Multi-sector intermediate (-.97%). Individual Portfolio Performance standouts for the quarter were Dodge & Cox Intl Stock (-3.36% alpha), PIMCO All Asset (+2.96%), Virtus NFJ Dividend Value (+5.58%) and Virtus Silvant Focused Growth (+1.47%). Note: Different share classes may affect comparisons of identical funds within underlying portfolios and stand-alone funds.

III. Virtus is in the process of upgrading their systems to account for the new Roth IRA Rollover option per the Secure Act 2.0. The rollovers are restricted to accounts open for at least 15 years and any contributions made within the previous five years cannot be rolled over. There is a lifetime max rollover for each beneficiary of \$35,000.

IV. Marketing update highlights: renewed advertising with Savingforcollege.com, working on new article detailing Secure Act 2.0 on CollegeAccess 529 web site, new ad for Sioux Falls Woman Magazine, new call center is operating efficiently and effectively, and working on tracking search activity on web site.