

South Dakota Investment Council / VP Distributors
4th Quarter Conference Call Minutes
February 13, 2025

Attendees:

Tammy Otten (SDIC)
Katie Eliason (SDIC)
Taylor Elmer (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 4Q 25 Sales			Assets 3Q 25 Sales			Assets 4Q 24 Sales			Assets 3Q 24 Sales		
	12/31/25	GROSS	NET	9/30/25	GROSS	NET	12/31/24	GROSS	NET	9/30/24	GROSS	NET
South Dakota (Advisor Sold)	\$78m	\$829k	-\$1.3m	\$78m	\$774k	-\$2.5m	\$75m	\$1.1m	-\$939k	\$77m	\$708k	-\$2.6m
South Dakota (Direct Sold)	\$37m	\$665k	-\$1.0m	\$37m	\$581k	-\$646k	\$36m	\$665k	-\$284k	\$36m	\$459k	-\$1m
National Plan (Advisor Sold)	\$710m	\$4.9m	-\$19.1m	\$716m	\$4.4m	-\$31.5m	\$710m	\$5.4m	-\$22m	\$740m	\$4.6m	-\$33m
Total	\$825m	\$6.4m	-\$21.4	\$831m	\$5.7m	-\$34.6	\$820M	\$7.2m	-\$23.4m	\$854M	\$5.8m	-\$36.7m

II. Quarterly Investment Portfolio Review

Performance of Portfolios – The performance of the age-based portfolios was mixed, with younger cohorts underperforming and older cohorts outperforming their respective benchmarks. The top contributors and detractors in key underlying funds were the Virtus Global Allocation Fund (1.32% alpha), Virtus Silvant Focused Growth (1.37% alpha), Duff & Phelps Real Asset (0.44% alpha), Virtus Newfleet Multi-Sector Intermediate (0.45% alpha), Virtus KAR Capital Growth (-2.1% alpha), and Virtus SGA International Growth (-4.23% alpha).

III. Virtus will be recommending a reduction in sales charge on Class A and SD-A units of the CollegeAccess 529 Plan to better align with industry trends and stay competitive. They are targeting April 1, 2026 effective date.

IV. During the quarter, Virtus processed 66 requests for Roth IRA rollovers, totaling \$272,000.

V. Virtus outlined their marketing plan for 2026. They are working on enhancing their digital spend as they observe more traffic to the website. They will also refresh much of the content on the CollegeAccess 529 website in 2026.

VI. The Virus KAR Capital Growth and Virtus SGA International Growth funds were added to the manager watch list due to their three-, five-, and ten-year underperformance and bottom-quartile ranking.