

# INVESTOR PRESENTATION

***Investor Relations***
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# IMPORTANT DISCLOSURES

This presentation contains statements that are, or may be considered to be, forward-looking statements. All statements that are not historical facts, including statements about our beliefs or expectations, are “forward-looking statements” within the meaning of The Private Securities Litigation Reform Act of 1995, as amended, Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. These statements may be identified by such forward-looking terminology as “expect,” “estimate,” "intent," "plan," “intend,” “believe,” “anticipate,” “may,” “will,” “should,” “could,” “continue,” “project,” “opportunity,” “predict,” “would,” “potential,” “future,” “forecast,” “guarantee,” “assume,” “likely,” “target” or similar statements or variations of such terms.

Our forward-looking statements are based on a series of expectations, assumptions and projections about the company and the markets in which we operate, are not guarantees of future results or performance, and involve substantial risks and uncertainty, including assumptions and projections concerning our assets under management, net asset inflows and outflows, operating cash flows, business plans and ability to borrow, for all future periods. All of our forward-looking statements are as of the date of this presentation only. The company can give no assurance that such expectations or forward-looking statements will prove to be correct. Actual results may differ materially.

Our business and our forward- looking statements involve substantial known and unknown risks and uncertainties, including those discussed under "Risk Factors" and "Management’s Discussion and Analysis of Financial Condition and Results of Operations" in our 2023 Annual Report on Form 10-K, as supplemented by our periodic filings with the Securities and Exchange Commission (the "SEC"), as well as the following risks and uncertainties resulting from: (i) any reduction in our assets under management; (ii) inability to achieve expected benefits of strategic transactions; (iii) withdrawal, renegotiation or termination of investment management agreements; (iv) damage to our reputation; (v) inability to satisfy financial debt covenants and required payments; (vi) inability to attract and retain key personnel; (vii) challenges from competition; (viii) adverse developments related to unaffiliated subadvisers; (ix) negative changes in key distribution relationships; (x) interruptions, breaches, or failures of technology systems; (xi) loss on our investments; (xii) lack of sufficient capital on satisfactory terms; (xiii) adverse regulatory and legal developments; (xiv) failure to comply with investment guidelines or other contractual requirements; (xv) adverse civil litigation, government investigations, or proceedings; (xvi) unfavorable changes in tax laws or limitations; (xvii) inability to make common stock dividend payments; (xviii) impediments from certain corporate governance provisions; (xix) losses or costs not covered by insurance; (xx) impairment of goodwill or other intangible assets; and other risks and uncertainties. Any occurrence of, or any material adverse change in, one or more risk factors or risks and uncertainties referred to above, in our 2023 Annual Report on Form 10-K and our other periodic reports filed with the SEC could materially and adversely affect our operations, financial results, cash flows, prospects and liquidity.

Certain other factors that may impact our continuing operations, prospects, financial results and liquidity, or that may cause actual results to differ from such forward-looking statements, are discussed or included in the company’s periodic reports filed with the SEC and are available on our website at www.virtus.com under “Investor Relations.” You are urged to carefully consider all such factors.

The company does not undertake or plan to update or revise any such forward-looking statements to reflect actual results, changes in plans, assumptions, estimates or projections, or other circumstances occurring after the date of this presentation, even if such results, changes or circumstances make it clear that any forward-looking information will not be realized. If there are any future public statements or disclosures by us that modify or impact any of the forward-looking statements contained in or accompanying this presentation, such statements or disclosures will be deemed to modify or supersede such statements in this presentation.

# CONTENTS


- Firm Overview
- Growth Opportunities
- Products and Performance
- Distribution
- Financial Review
- Our Managers
- Appendix

# Firm Overview



VIRTUS
INVESTMENT PARTNERS

# FIRM OVERVIEW

*SUMMARY*

**We are a distinctive partnership of boutique investment managers, singularly committed to the long-term success of individual and institutional investors**

- Independent publicly traded asset manager
  - Market capitalization of $1.5 billion (NYSE: VRTS)
- Managing $183.7 billion in a multi-boutique structure
  - Flexible model with offerings from affiliated managers and select subadvisers
  - Strong retail distribution and U.S. and non-U.S. institutional distribution support
  - Shared operations and business support services
- Investment strategies available in multiple product forms:
  - Open-end mutual funds
  - Closed-end funds
  - Global funds
  - Exchange-traded funds
  - Retail separate accounts
  - Institutional accounts
  - Collective investment trusts
  - Structured products

As of September 30, 2024

# FIRM OVERVIEW

*VALUE PROPOSITION*

| | |
|---|---|
| **Flexible Multi-Boutique Model** | ■ Flexible partnership approach with alignment of interests<br>■ Preserves affiliate culture, investment process, and brand<br>■ Shared distribution and support services |
| **Diverse, High-Quality Product Offerings** | ■ Well-diversified across asset classes and investment styles<br>■ Differentiated strategies for changing environments and investor preferences<br>■ Consistently strong investment performance |
| **Extensive Distribution Capabilities** | ■ Provides one-point access to distinctive investment capabilities<br>■ Relationships with a broad network of intermediaries, consultants, and institutional clients<br>■ Consultative and educational sales approach |
| **Attractive Financial Profile** | ■ Strong and diverse cash flow<br>■ Proven operating leverage and ability to generate attractive margins<br>■ Prudent capital management with modest financial leverage, focused on growing the business |
| **Multiple Opportunities for Growth** | ■ Introduction of new products<br>■ Expansion of investment capabilities and distribution<br>■ Addition of new affiliates |

# FIRM OVERVIEW

*STRATEGY STATEMENT*

**To be a distinctive and trusted provider of asset management products and services that is profitable, growing, and consistently delivering value for clients and shareholders**

- Offer high-quality, attractive investment strategies to meet multiple investment needs
- Raise and retain assets by positioning products as solutions to investment needs
- Align organizational capabilities to facilitate business objectives and create an attractive environment for investment managers
- Raise awareness and knowledge of Virtus among all constituencies, including current and prospective clients, advisors, business partners, associates, and shareholders
- Manage capital prudently, balancing operating flexibility, investment in growth, and return of capital
- Build long-term shareholder value through risk-managed execution of business activities

# FIRM OVERVIEW

*AFFILIATED MANAGERS*

VIRTUS INVESTMENT PARTNERS

## GROWTH EQUITY

SILVANT CAPITAL MANAGEMENT® — A VIRTUS INVESTMENT PARTNER
***Growth Equity***

SGA Sustainable Growth Advisers — A VIRTUS INVESTMENT PARTNER
***Global Growth Equity***

ZVNBRGN®[1] zevenbergen capital investments
***Disruptive Growth Equity***

## VALUE EQUITY

KAR Kayne Anderson Rudnick — A VIRTUS INVESTMENT PARTNER
***Quality-Focused Equity***

VIRTUS SYSTEMATIC
***Global Equity***

CEREDEX VALUE ADVISORS® — A VIRTUS INVESTMENT PARTNER
***Value Equity***

nfj — A Virtus Investment Partner
***Global Value Equity***

## FIXED INCOME

Newfleet ASSET MANAGEMENT — A Virtus Investment Partner
***Multi-Sector Fixed Income***

SEIX INVESTMENT ADVISORS — A VIRTUS INVESTMENT PARTNER
***Specialty Fixed Income***

Stone Harbor INVESTMENT PARTNERS — A Virtus Investment Partner
***Emerging Markets Debt***

## ALTERNATIVE

ALPHASIMPLEX — A VIRTUS INVESTMENT PARTNER
***Systematic Alternatives***

DUFF & PHELPS — A VIRTUS INVESTMENT PARTNER
***Liquid Real Assets***

WESTCHESTER CAPITAL MANAGEMENT — A VIRTUS INVESTMENT PARTNER
***Event-Driven Alternatives***

## MULTI-ASSET

VIRTUS MULTI-ASSET
***Global Multi-Asset***

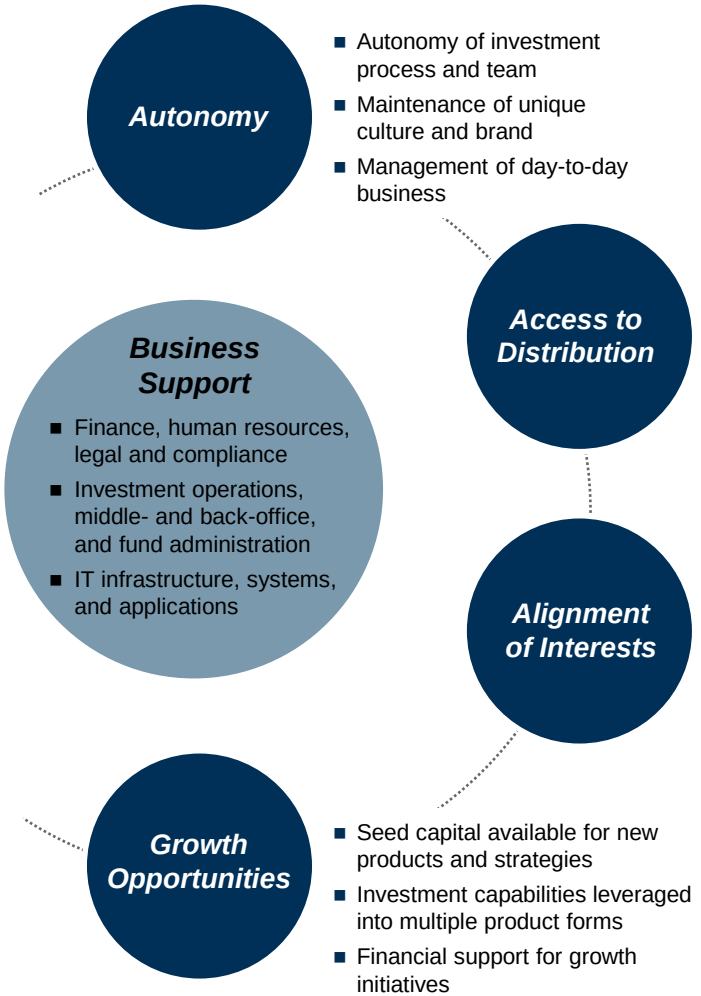
[1] Virtus has a minority ownership position in Zevenbergen Capital Investments

See detailed summary of each manager beginning on slide 27

# FIRM OVERVIEW

*MULTI-BOUTIQUE MODEL*

**Our partnership approach preserves each manager's unique entrepreneurial culture, provides continued investment autonomy, and ensures appropriate alignment of interests**







As of September 30, 2024

[1]Virtus has a minority ownership position in Zevenbergen Capital Investments

# Growth Opportunities



VIRTUS
INVESTMENT PARTNERS

# GROWTH OPPORTUNITIES

*ORGANIC AND INORGANIC*

| Product | Distribution | Inorganic |
|---|---|---|
| ■ Leverage capabilities of current strategies into other product structures<br>■ Broaden capabilities with new teams/managers | ■ Leverage strength in existing retail channels<br>■ Increase presence in RIA and retirement<br>■ Expand institutional distribution<br>■ Broaden presence in offshore markets | ■ Add differentiated or complementary investment strategies<br>■ Diversify distribution<br>■ Increase scale |

# GROWTH OPPORTUNITIES

*INORGANIC ACTIVITIES*

| Date | Opportunity | Impact |
|---|---|---|
| **November 2010** | ■ Adopts Phoenix Edge Series Trust, a variable insurance trust (VIT), from The Phoenix Companies | ■ Establishes a proprietary Virtus VIT, expanding distribution opportunities in the insurance and retirement channels |
| **June 2011** | ■ Establishes Newfleet Asset Management affiliate via team lift out | ■ Adds dedicated fixed income affiliate with successful track record to expand in the retail and institutional channels |
| **October 2011** | ■ Adopts DCA Total Return Fund | ■ Expands closed-end fund offerings |
| **April 2015** | ■ Acquires majority interest in ETF Issuer Solutions | ■ Establishes proprietary ETF capabilities, adds active and passive ETF products |
| **June 2017** | ■ Acquires RidgeWorth Investments (Ceredex, Silvant and Seix) | ■ Transformative acquisition, significantly increases scale, diversifies investment offerings and enhances distribution |
| **July 2018** | ■ Makes majority investment in Sustainable Growth Advisors (SGA) | ■ Adds specialized growth equity affiliate with U.S. and global equity strategies, expands institutional and non-US client base |
| **May 2019** | ■ Adopts SGA Global Growth Fund from American Beacon | ■ Expands fund offerings with 5-star fund managed by affiliate |
| **February 2021** | ■ Becomes investment advisor, distributor, and/or administrator of Allianz Global Investors retail products | ■ Adds 25 open-end funds, 7 closed-end funds, and retail separate accounts managed by AllianzGI and NFJ |
| **October 2021** | ■ Acquires Westchester Capital Management | ■ Adds $5.1 billion of AUM in non-correlated event-driven strategies |
| **January 2022** | ■ Acquires Stone Harbor Investment Partners | ■ Adds $14.7 billion AUM in emerging markets debt and multi-asset credit strategies |
| **April 2023** | ■ Acquires AlphaSimplex | ■ Adds $7.8 billion AUM in quantitative alternative strategies |

# Products and Performance

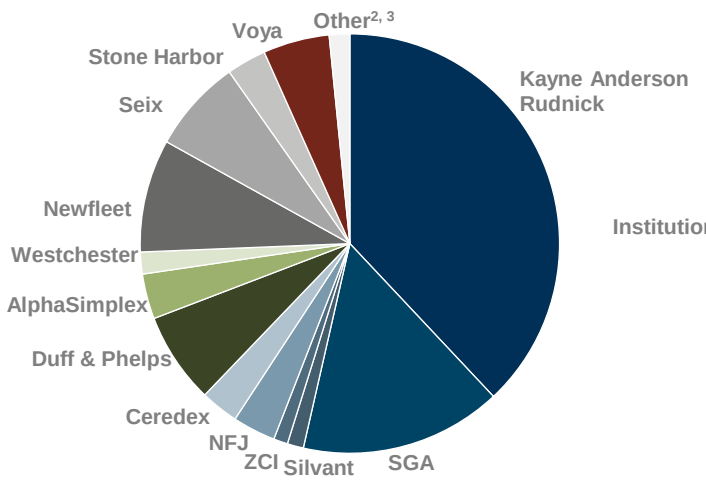


VIRTUS
INVESTMENT PARTNERS

# PRODUCTS AND PERFORMANCE

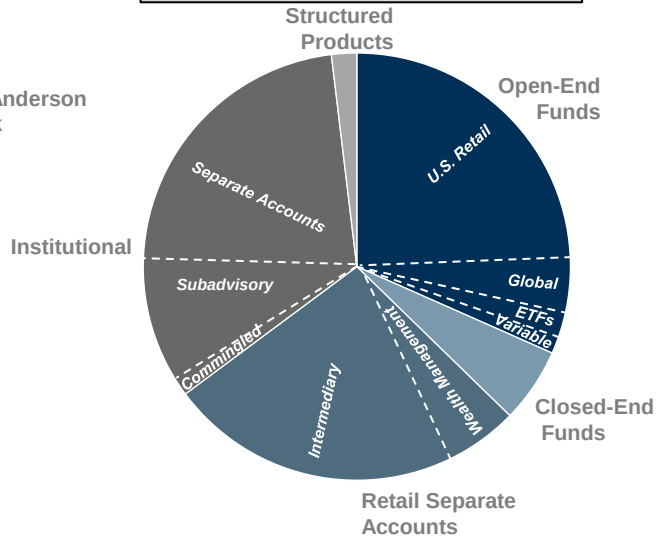
*DIVERSIFIED CAPABILITIES*

## AUM by Manager




| Affiliated Managers | | |
|---|---|---|
| Kayne Anderson Rudnick | $69.8 | 38% |
| SGA | 28.6 | 16% |
| Newfleet | 16.0 | 9% |
| Seix | 13.2 | 7% |
| Duff & Phelps | 12.9 | 7% |
| AlphaSimplex | 6.4 | 4% |
| NFJ | 6.1 | 3% |
| Stone Harbor | 5.6 | 3% |
| Ceredex | 5.4 | 3% |
| Westchester | 3.1 | 2% |
| Silvant | 2.3 | 1% |
| ZCI[1] | 2.0 | 1% |
| VIA and Other[2] | 0.8 | –% |
| | $172.2 | 94% |
| **Unaffiliated Managers** | | |
| Voya | $9.4 | 5% |
| Other[3] | 2.1 | 1% |
| | $11.5 | 6% |

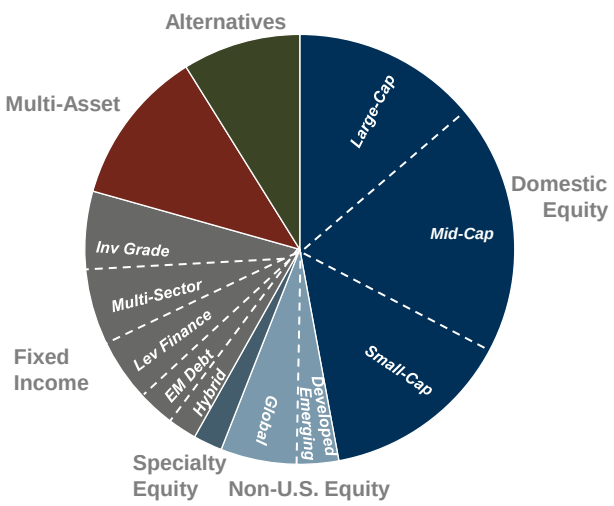
## AUM by Product Type




| Funds | | |
|---|---|---|
| U.S. Retail | $49.2 | 27% |
| Closed-End | 10.4 | 6% |
| Global | 5.3 | 3% |
| ETFs | 2.7 | 1% |
| Variable Insurance | 0.9 | –% |
| | $68.5 | 37% |
| **Retail Separate Accounts** | | |
| Intermediary Sold | $41.9 | 23% |
| Wealth Management | 8.7 | 5% |
| | $50.6 | 28% |
| **Institutional** | | |
| Separate Accounts | $35.4 | 19% |
| Subadvisory | 23.7 | 13% |
| Structured Products | 3.5 | 2% |
| Commingled Vehicles | 2.0 | 1% |
| | $64.6 | 35% |

**Total AUM: $183.7 billion**

## AUM by Asset Class




| Equity | | |
|---|---|---|
| Domestic Mid-Cap | $36.7 | 20% |
| Domestic Small-Cap | 25.6 | 14% |
| Domestic Large-Cap | 24.2 | 13% |
| Global | 11.8 | 6% |
| Specialty[4] | 4.0 | 2% |
| Developed Markets | 2.5 | 1% |
| Emerging Markets | 2.0 | 1% |
| | $106.8 | 57% |
| **Fixed Income** | | |
| Investment Grade | $ 10.6 | 6% |
| Multi-Sector | 10.2 | 6% |
| Leveraged Finance | 9.0 | 5% |
| Emerging Markets Debt | 5.6 | 3% |
| Hybrid | 3.6 | 2% |
| | $39.0 | 22% |
| **Multi-Asset and Alternatives** | | |
| Multi-Asset[5] | $21.6 | 12% |
| Alternatives[6] | 16.3 | 9% |
| | $37.9 | 21% |

$ billions; As of September 30, 2024; totals may not add due to rounding; [1]Virtus has 30% ownership stake in Zevenbergen Capital Investments (ZCI); [2]Systematic, Multi-Asset, and ETF strategies; [3]Other unaffiliated subadvisers; [4]Includes strategies designed to give targeted investment exposure to specific trends, themes or industry sectors; [5]Consists of multi-asset offerings not included in equity, fixed income and alternatives; [6]Consists of managed futures, event-driven, real estate securities, infrastructure, long/short, and other strategies

# PRODUCTS AND PERFORMANCE

*MULTI-PRODUCT OFFERINGS*

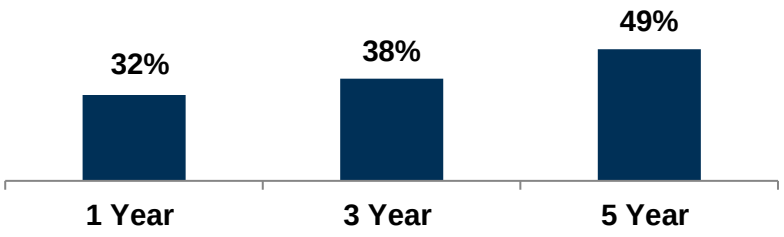
| | | |
|---|---|---|
| **Open-End Funds** | 72 Funds<br>$49.2 billion | ■ Most major traditional investment categories with a strength in differentiated strategies<br>■ Widely available and distributed through broad range of intermediaries |
| **Closed-End Funds** | 12 Funds<br>$10.4 billion | ■ Yield-generating strategies (utility, multi-sector fixed, dividend equity, etc.)<br>■ Available through intermediaries; focus on retirees |
| **Global Funds** | 22 Funds<br>$5.3 billion | ■ Tailored set of strategies attractive in the non-U.S. market<br>■ Distribution through dedicated resources to non-resident aliens in U.S. |
| **Exchange-Traded Funds** | 18 Funds<br>$2.7 billion | ■ Focused set of offerings of active and passive strategies to address specific needs<br>■ Distributed through intermediaries, predominately independent and RIA |
| **Variable Insurance Funds** | 9 Funds<br>$0.9 billion | ■ Focused selection of investment strategies generally leveraging open-end strategies<br>■ Investment offerings available in variable annuities and variable life insurance |
| **Retail Separate Accounts** | 28 Strategies<br>$50.6 billion | ■ Managed accounts sponsored and distributed by unaffiliated brokerage firms<br>■ Wealth management services offered directly to high-net-worth clients |
| **Institutional** | $61.1 billion | ■ Fixed income, equity, alternative, and solution-oriented offerings<br>■ Affiliate-centric with shared support, targeting channels in U.S. and non-U.S. markets |
| **Structured Products** | $3.5 billion | ■ Serve as collateral manager for collateralized loan obligations (CLOs)<br>■ Targeted distribution to CLO investors (e.g., insurance companies, Asian investors) |

As of September 30, 2024

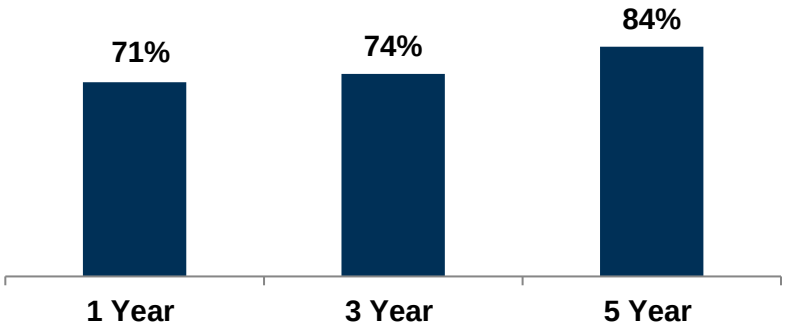
# PRODUCTS AND PERFORMANCE

*ATTRACTIVE PERFORMANCE*

## Institutional Performance[1]




## Retail Separate Accounts Performance[1]




## Mutual Fund Performance[2]

| Morningstar Rating | # of Funds | $ AUM | % of AUM |
|---|---|---|---|
| ★★★★★ | 8 | $10,525 | 21% |
| ★★★★ | 20 | $18,055 | 36% |
| ★★★ | 27 | $15,642 | 32% |
| ★★ | 13 | $3,867 | 8% |
| ★ | 4 | $1,297 | 3% |

*57%*

*89%*

**Morningstar Normal Distribution**

| 5 Star | 4 Star | 3 Star | 2 Star | 1 Star |
|---|---|---|---|---|
| 10% | 22.5% | 35% | 22.5% | 10% |

**Strong ratings are not indicative of positive fund performance.**
**The Overall Morningstar Rating is based on risk-adjusted returns.**

As of September 30, 2024; $ millions

[1] % of AUM outperforming benchmarks

[2] AUM excludes non-rated funds. Based on institutional-class shares, except for funds without I shares, for which A shares were used, or if A share rating is higher than I shares

Past performance is not indicative of future results

# PRODUCTS AND PERFORMANCE

*DIVERSITY OF PERFORMANCE*

## 28 mutual funds rated 5 or 4 Stars, including 6 of 10 largest funds

### 5- and 4-Star Mutual Funds by Asset Class

| Asset Class | # of Funds[1] |
|---|---|
| Multi-Asset/Alternatives | 7 |
| U.S. Equity | 9 |
| Fixed Income | 8 |
| International Equity | 4 |

### Ten Largest Mutual Funds

| Fund | AUM | M'Star Rating[1] |
|---|---|---|
| Income & Growth | $5.0 | 3 |
| Newfleet Multi-Sector Short Term Bond | $4.5 | 5 |
| KAR Small-Cap Growth | $2.9 | 4 |
| KAR Mid-Cap Core | $2.9 | 5 |
| The Merger Fund® | $2.5 | 4 |
| KAR Small-Cap Core | $2.3 | 5 |
| KAR Small-Mid-Cap Core | $2.2 | 4 |
| AlphaSimplex Managed Futures Strategy | $2.2 | 3 |
| Ceredex Mid-Cap Value Equity | $1.8 | 3 |
| Zevenbergen Technology | $1.5 | 3 |

As of September 30, 2024; $ billions

[1]Morningstar overall rating for institutional-class shares based on risk-adjusted returns. Strong ratings are not indicative of positive fund performance.

# Distribution



VIRTUS
INVESTMENT PARTNERS

# DISTRIBUTION

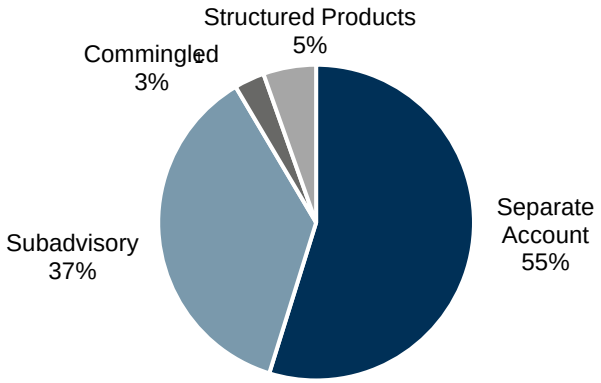
*MULTI-MARKET DISTRIBUTION CAPABILITY*

**Broad and diversified product offerings make us a meaningful partner with distributors and consultants for institutional and retail clients**

## Institutional

- Experienced, centralized institutional sales team supporting U.S and non-U.S. institutional clients
- Direct and consultant-sourced relationships
- Diversified and stable client base with public institutions, corporations, and foundations

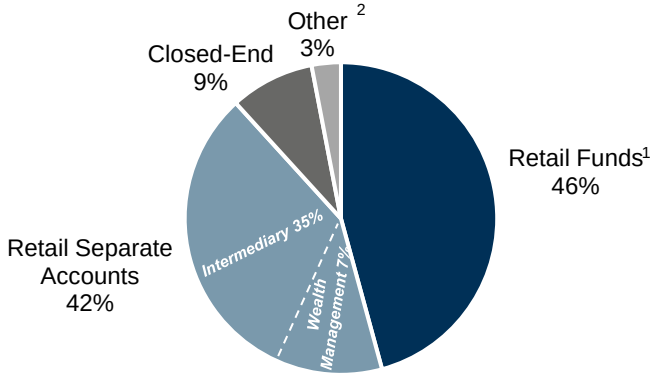
**Institutional AUM ($64.6)**




## Retail

- Centralized retail distribution resources for mutual fund, retail separate account, and ETF sales
- Distribution through financial advisors in the wirehouse, independent, RIA, and DCIO channels
- Strength and growth in retail separate accounts

**Retail AUM ($119.1)**




$ billions As of September 30, 2024; totals may not add due to rounding

[1]Includes global funds sold through Institutional and Offshore channels

[2]Includes ETFs and variable insurance funds

# DISTRIBUTION

*MULTI-CHANNEL APPROACH*

**INSTITUTIONAL**

*One-point access to boutique managers*

- Separate Accounts
- Commingled Vehicles
- Subadvisory Mandates
- DCIO
- UCITS

| INSTITUTIONAL INVESTORS | INVESTMENT CONSULTANTS | DCIO | SUBADVISORY |
|---|---|---|---|
| Pension Plans | Mercer – Callan | Recordkeepers | Jackson National |
| Foundations/Endowments | Aon – Segal Marco | Aggregators | MassMutual |
| Insurance Companies | Willis Towers Watson | Retirement Advisors | AIG/SunAmerica |
| Taft-Hartley | Cambridge Associates | | Transamerica |

**RETAIL**

*Consultative/diagnostic approach with financial advisors*

- Mutual Funds
- Closed-End Funds
- Retail Separate Accounts
- Collective Investment Trusts
- ETFs

| WIREHOUSE | REGIONAL | INDEPENDENT/ RIA | PRIVATE BANK | RETIREMENT AND INSURANCE | OFFSHORE |
|---|---|---|---|---|---|
| Merrill Lynch | Janney | Ameriprise | Citi | Empower | Merrill Lynch |
| Morgan Stanley | Raymond James | AXA | Deutsche | Jackson | Morgan Stanley |
| UBS | RBC | Commonwealth | Fifth Third | National | Snowden Lane |
| Wells Fargo | Stifel Nicolaus | LPL | JP Morgan | Nationwide | UBS |
| | | | | Transamerica | |

Well-defined and differentiated **value proposition** supports one-point access to distinctive boutique managers

**Broad penetration** and relationships with national and regional firms, consultants and clients

**Experienced, channelized sales force** with above-average years of industry experience

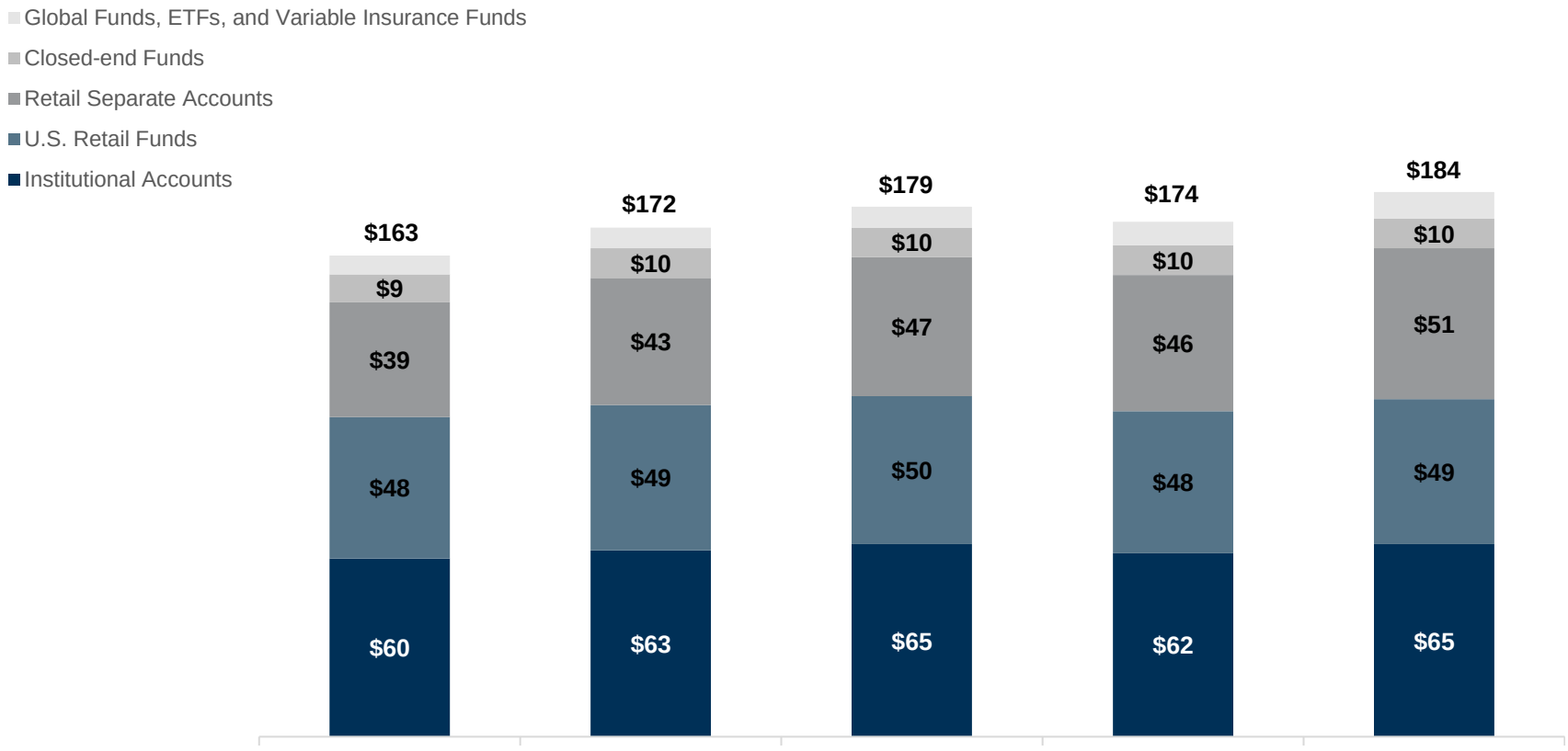
# Financial Review



VIRTUS
INVESTMENT PARTNERS

# ASSETS UNDER MANAGEMENT

*QUARTERLY TREND*




| AUM by Asset Class | 9/30/23 | 12/31/23 | 3/31/24 | 6/30/24 | 9/30/24 |
|---|---|---|---|---|---|
| Equity | 54.1% | 56.1% | 57.7% | 57.2% | 58.1% |
| Fixed Income | 23.0% | 21.6% | 20.7% | 21.3% | 21.2% |
| Multi-Asset[1] | 12.3% | 12.4% | 12.2% | 12.1% | 11.8% |
| Alternatives[2] | 10.6% | 9.9% | 9.4% | 9.4% | 8.9% |

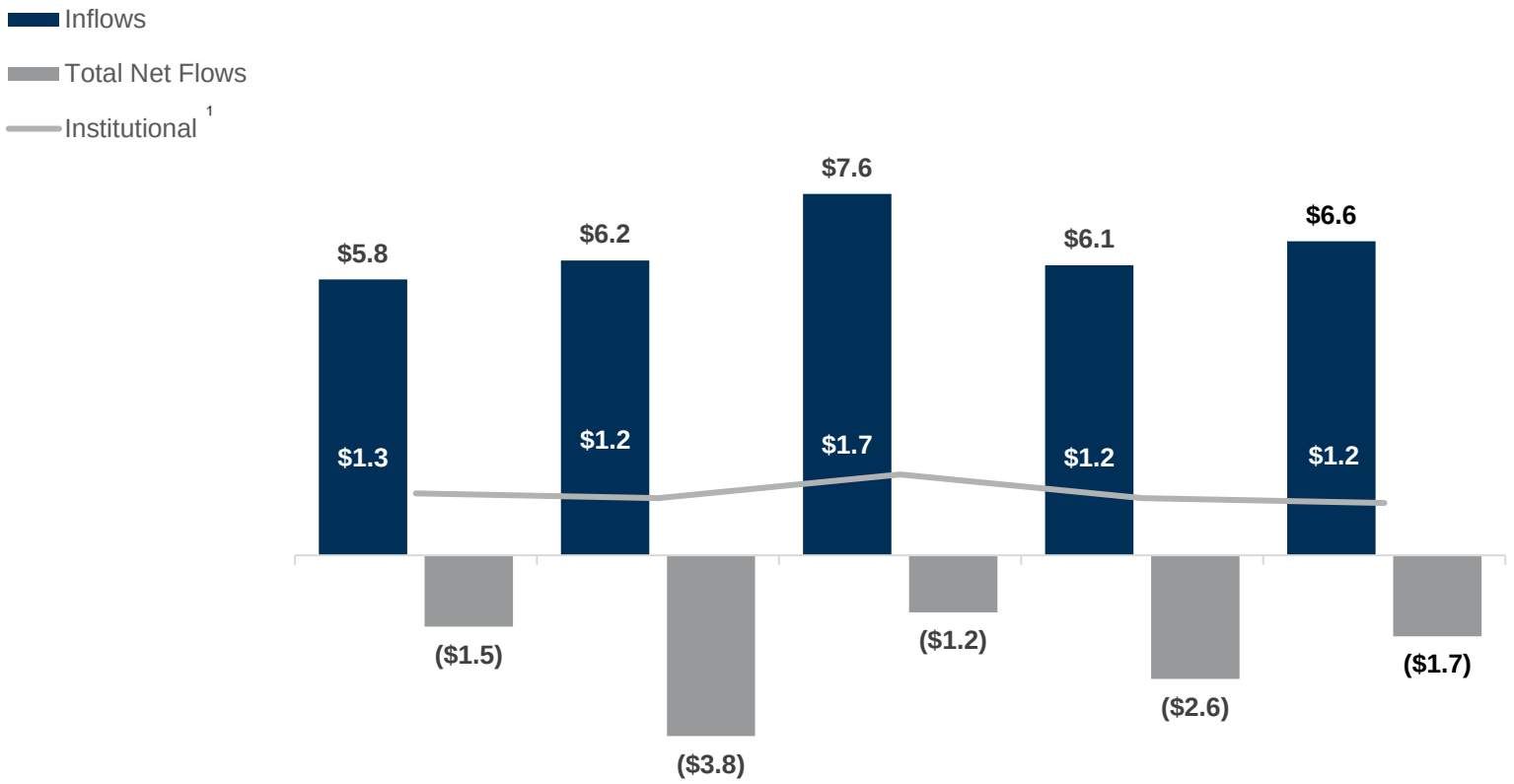
$ billions

[1]Consists of strategies with substantial holdings in at least two of the following: equity, fixed income, and alternatives

[2]Consists of managed futures, event-driven, real estate securities, infrastructure, long/short, and other strategies

# SALES AND NET FLOWS

*QUARTERLY TREND*




| METRICS | Q3 23 | Q4 23 | Q1 24 | Q2 24 | Q3 24 |
|---|---|---|---|---|---|
| Sales Rate | 13.7% | 15.2% | 17.7% | 13.8% | 15.1% |
| Total Net Flow Rate | (3.5%) | (9.3%) | (2.9%) | (5.9%) | (4.0%) |

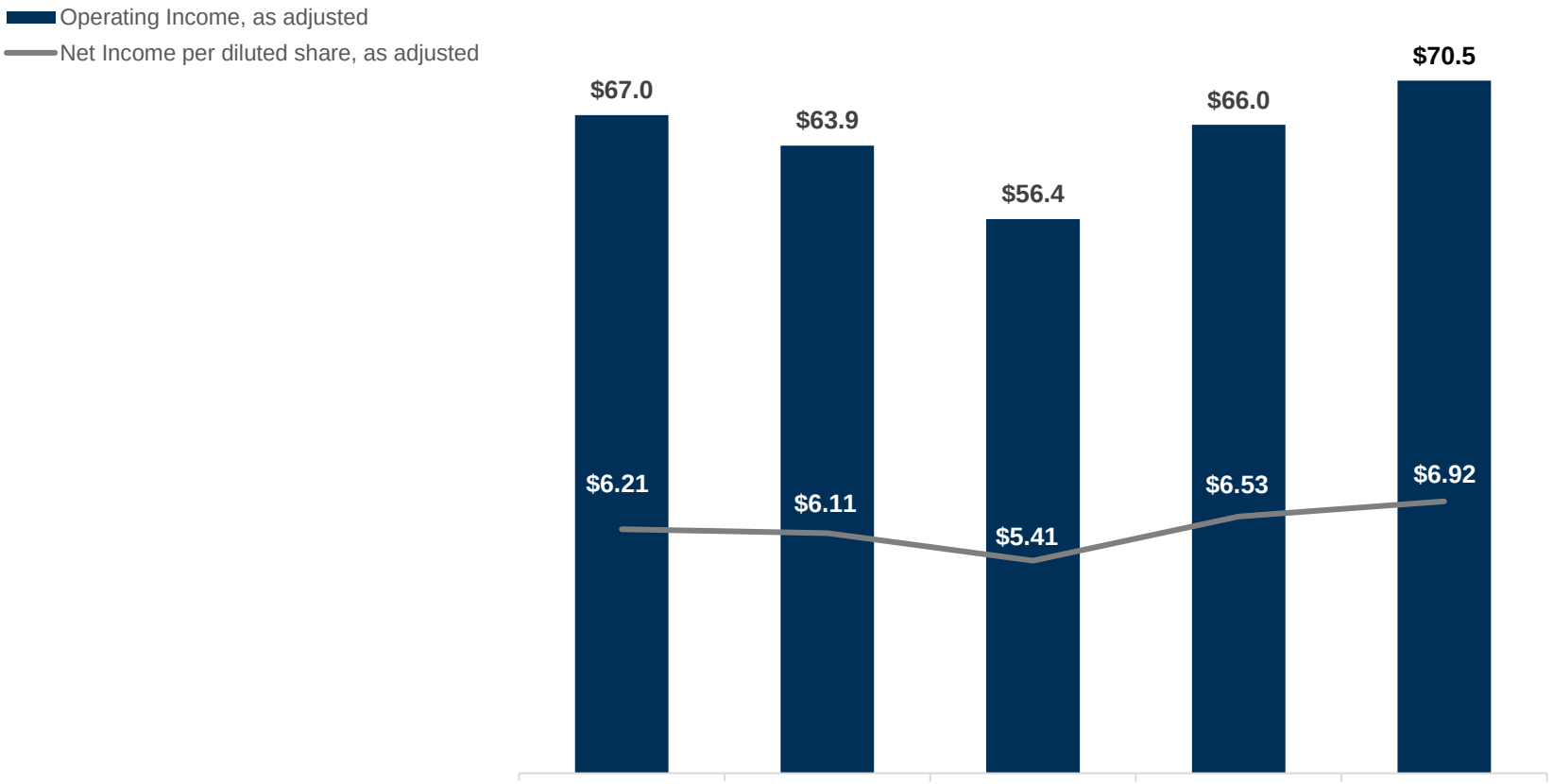
$ billions

Sales rate is annualized inflows divided by beginning-of-period assets; net flow rate is annualized net flows divided by beginning of period assets

[1] Includes Institutional Separate Accounts and Structured Products

# OPERATING INCOME, AS ADJUSTED

*QUARTERLY TREND*

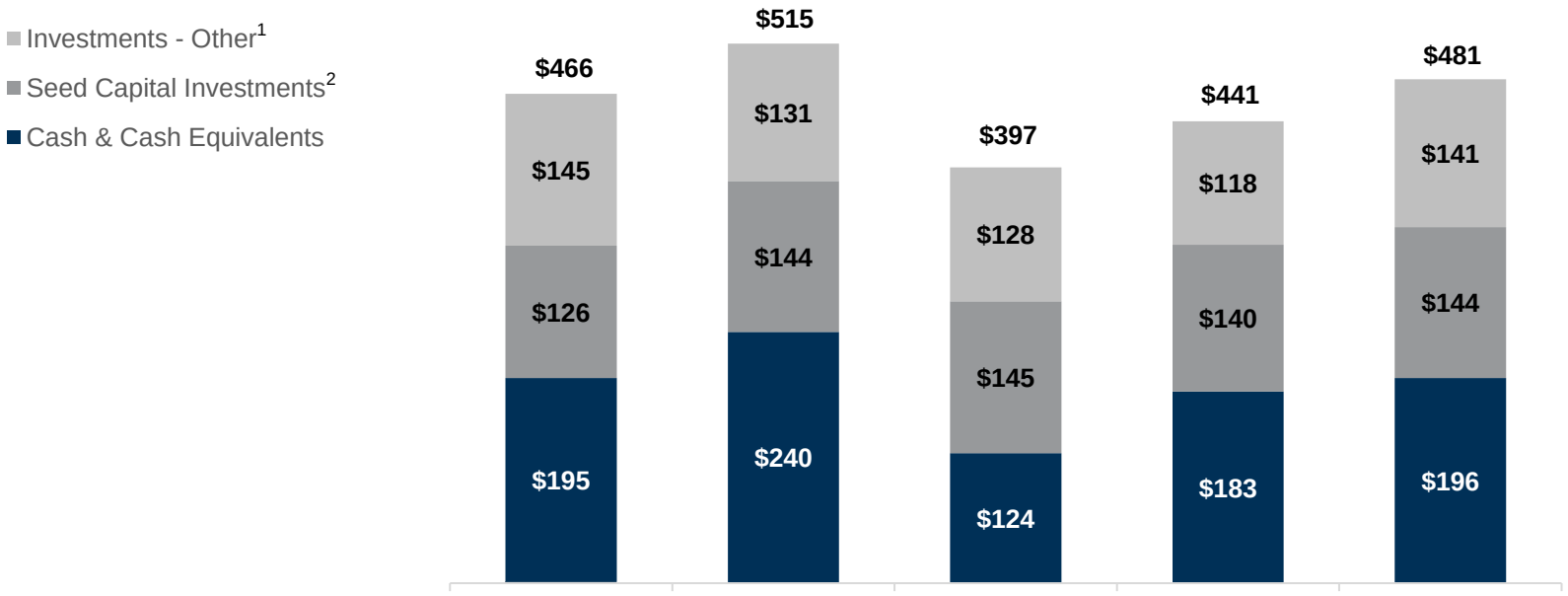



| METRICS | Q3 23 | Q4 23 | Q1 24 | Q2 24 | Q3 24 |
|---|---|---|---|---|---|
| Net Income Attributable to Virtus Investment Partners, Inc., as Adjusted | $45.8 | $44.8 | $39.4 | $47.3 | $49.6 |
| Operating Margin, as Adjusted | 33.9% | 33.0% | 28.2% | 32.5% | 34.4% |

$ in millions, except per share data
See the financial supplement for U.S. GAAP to Non-GAAP (“as adjusted”) reconciliations and related notes

# STRONG CAPITAL POSITION

*BALANCED CAPITAL MANAGEMENT*




| METRICS | 9/30/23 | 12/31/23 | 3/31/24 | 6/30/24 | 9/30/24 |
|---|---|---|---|---|---|
| Working Capital[3] | $114 | $109 | $123 | $143 | $108 |
| Gross Debt[4] | $280 | $259 | $258 | $252 | $242 |
| Net Debt (Cash)[5] | $84 | $19 | $134 | $69 | $46 |

$ and shares in millions

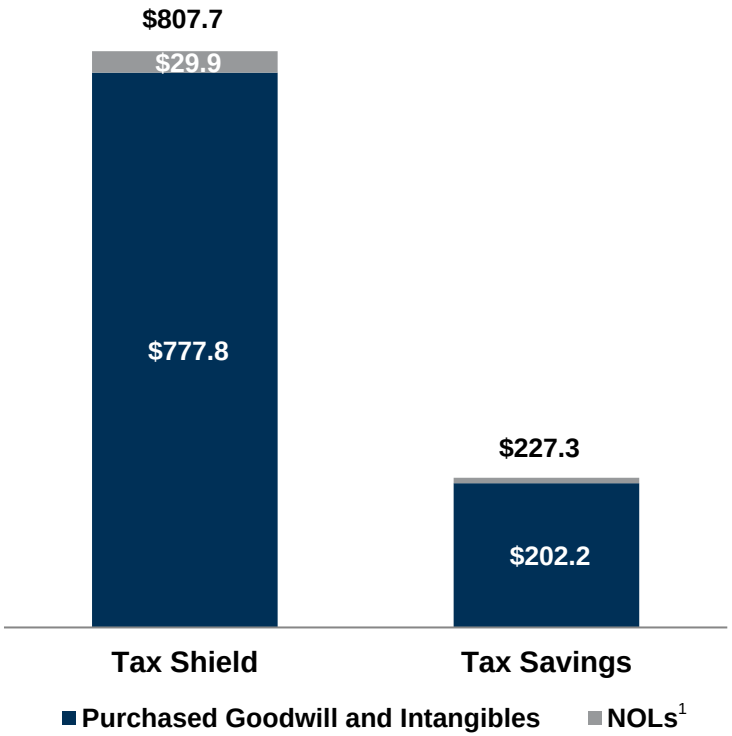
[1] Represents investments in collateralized loan obligations (CLOs) and funds that are not seed capital investments; [2] Represents sponsored investment products including open-end funds, ETFs, and separate accounts; [3] Defined as cash and cash equivalents plus accounts receivable, net, and deferred compensation related investments less accrued compensation and benefits excluding affiliate minority interests, accounts payable and accrued liabilities, dividends payable, debt principal payments due over next 12 months and revenue participation amounts earned as of the balance sheet date and due within 12 months; [4] Excludes deferred financing costs; [5] Defined as gross debt less cash and cash equivalents in accordance with the company's credit agreement

See the financial supplement for U.S. GAAP to Non-GAAP (“as adjusted”) reconciliations and related notes

# TAX BENEFIT

*FAVORABLE CASH FLOW IMPACT*

- Acquisitions have created a significant tax benefit from amortizable intangible assets
- Cash tax savings expected to average $14 million per year over next 15 years (2024-2038)




$ in millions

[1] Net operating losses (NOLs) tax shield at assumed effective rate of 26%

# Our Managers



VIRTUS
INVESTMENT PARTNERS

# ALPHASIMPLEX

## AT-A-GLANCE

***YEAR FOUNDED / AFFILIATED***
*1999 / 2022*

***HEADQUARTERS***
*Boston, MA*

***ASSETS MANAGED***
*$6.4 Billion*

***INVESTMENT STYLE***
*Systematic Alternatives*

## PHILOSOPHY

*Financial markets are neither always efficient nor always rational, and with ever changing market conditions, investment strategies must continuously adapt to deliver more consistent performance*

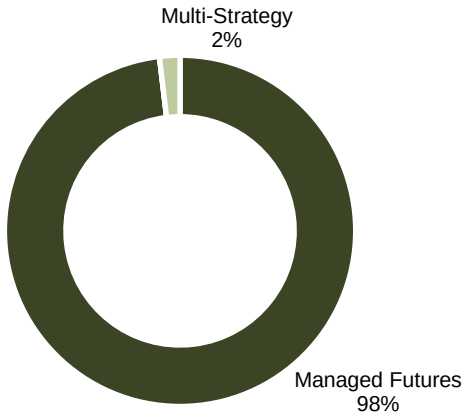
## KEY DIFFERENTIATOR

*A strong risk management framework that is more adaptive to changing market environments*

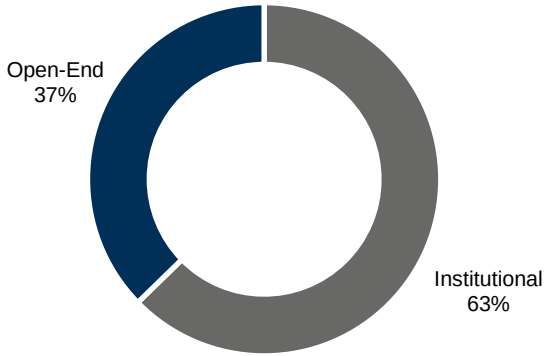
## PROFILE

- AlphaSimplex manages liquid alternative investment solutions, including managed futures and hedge fund replication strategies
- The core investment team averages nearly two decades of investment industry experience
- Develops strategies designed to adapt to changing market dynamics and provide the potential for positive, uncorrelated investment returns, with multi-asset investment portfolios that can go long or short across a wide variety of asset classes

## AUM BY STRATEGY




## AUM BY PRODUCT TYPE




As of September 30, 2024

# CEREDEX VALUE ADVISORS

## AT-A-GLANCE

***YEAR FOUNDED / AFFILIATED***
*1995 / 2017*

***HEADQUARTERS***
*Orlando, FL*

***ASSETS MANAGED***
*$5.4 Billion*

***INVESTMENT STYLE***
*Value Equity*

## PHILOSOPHY

*Equity portfolios of dividend-paying stocks with solid and improving fundamentals can provide an attractive risk reward profile*

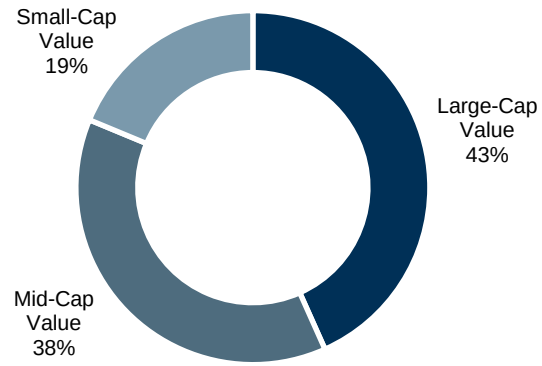
## KEY DIFFERENTIATOR

*Fundamental expertise across the market capitalization spectrum with a focus on lower expectation stocks that are undervalued*

## PROFILE

- Ceredex manages U.S. value equity strategies across large-, mid-, and small caps
- The core investment team has worked together for over 20 years
- Employs bottom-up, fundamental research to identify dividend-paying stocks with positive catalysts trading at the lower end of their historical valuation

## AUM BY STRATEGY




## AUM BY PRODUCT TYPE




As of September 30, 2024

# DUFF & PHELPS INVESTMENT MANAGEMENT

## AT-A-GLANCE

***YEAR FOUNDED / AFFILIATED***
*1932 / 1995*

***HEADQUARTERS***
*Chicago, IL*

***ASSETS MANAGED***
*$12.9 Billion*

***INVESTMENT STYLE***
*Listed Real Assets*

## PHILOSOPHY

*A rigorous, fundamentally driven investment process will identify mispriced securities that can provide superior risk-adjusted returns*

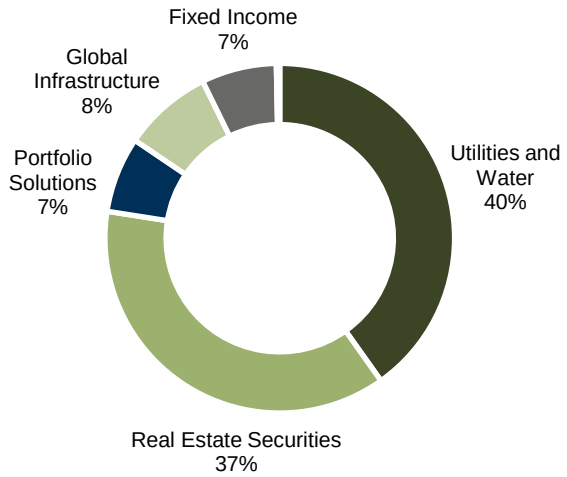
## KEY DIFFERENTIATOR

*Focus on liquid real assets strategies with exceptional depth of resources, expertise, and intellectual rigor*

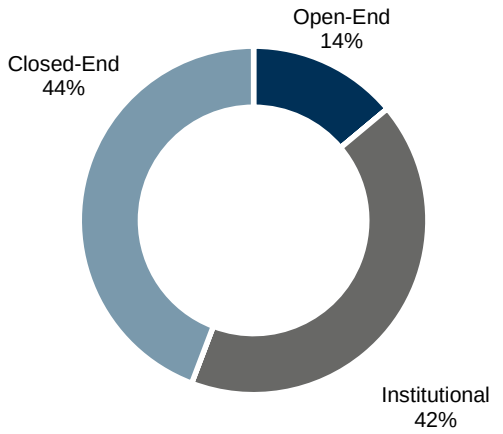
## PROFILE

- Duff & Phelps manages listed real asset strategies including real estate, infrastructure, utilities, energy, and water
- Eighty-year firm history with the core investment team having more than two decades of industry experience
- Uses a combination of top-down macroeconomic and deep bottom-up fundamental analysis to create lower turnover, concentrated portfolios

## AUM BY STRATEGY




## AUM BY PRODUCT TYPE




DUFF & PHELPS
A VIRTUS INVESTMENT PARTNER

As of September 30, 2024

# KAYNE ANDERSON RUDNICK

## AT-A-GLANCE

***YEAR FOUNDED / AFFILIATED***
*1984 / 2002*

***HEADQUARTERS***
*Los Angeles, CA*

***ASSETS MANAGED***
*$69.8 Billion*

***INVESTMENT STYLE***
*Quality-Focused Equity*

## PHILOSOPHY

*Superior risk-adjusted returns may be achieved by investing in quality companies with market dominance, excellent management, financial strength, and consistent growth*

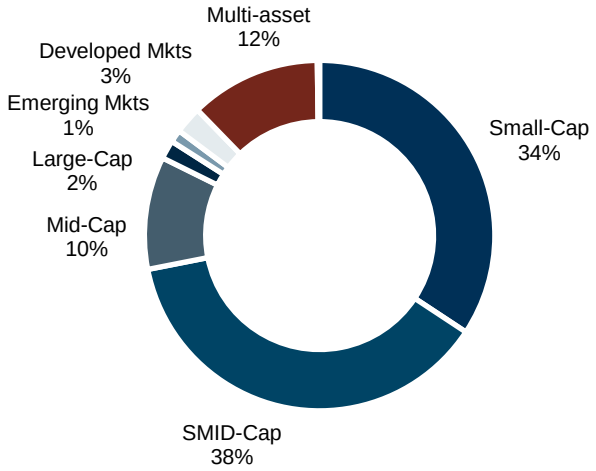
## KEY DIFFERENTIATOR

*Strict quality-focused investing for over three decades with the aim of generating returns with less risk*

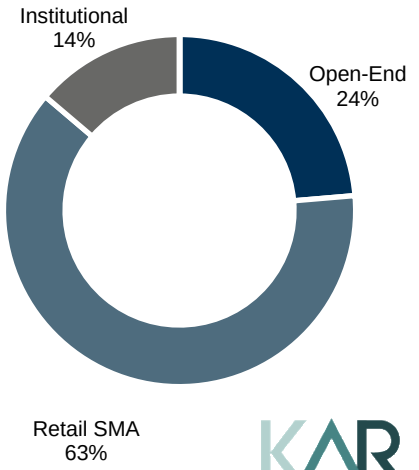
## PROFILE

- Kayne Anderson Rudnick manages quality-focused equity strategies across investment styles, market caps, and geographies
- The core investment team has worked together for over 20 years
- Uses disciplined fundamental research to identify quality businesses utilizing a deep, fundamental, bottom-up research process resulting in concentrated, high conviction portfolios with lower turnover

## AUM BY STRATEGY




## AUM BY PRODUCT TYPE




Kayne Anderson Rudnick
A VIRTUS INVESTMENT PARTNER

As of September 30, 2024

# NEWFLEET ASSET MANAGEMENT

## AT-A-GLANCE

***YEAR FOUNDED / AFFILIATED***
*2011 / 2011*

***HEADQUARTERS***
*Hartford, CT*

***ASSETS MANAGED***
*$16.0 Billion*

***INVESTMENT STYLE***
*Multi-Sector Fixed Income*

## PHILOSOPHY

*Active sector rotation and rigorous credit analysis, combined with disciplined risk management, are the most effective means of achieving success in the fixed income market*

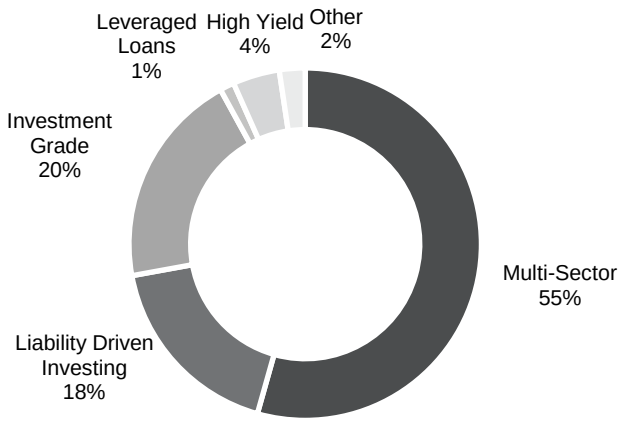
## KEY DIFFERENTIATOR

*Pioneers in multi-sector fixed income investing, actively rotating across the full fixed income universe*

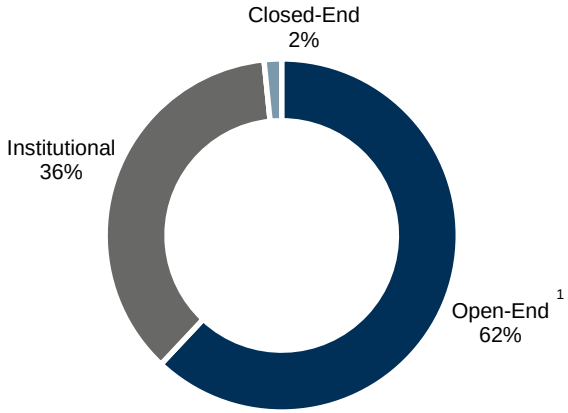
## PROFILE

- Newfleet manages multi-sector, core, and enhanced core fixed income strategies, as well as dedicated sector strategies
- The core investment team has worked together for over 20 years
- Utilizes top-down relative-value sector analysis and allocation, and bottom-up fundamental issue selection to build diversified, duration-neutral strategies

## AUM BY STRATEGY




## AUM BY PRODUCT TYPE




As of September 30, 2024
[1]Includes ETF's

# NFJ INVESTMENT GROUP

VIRTUS INVESTMENT PARTNERS

## AT-A-GLANCE

***YEAR FOUNDED / AFFILIATED***
*1989 / 2020*

***HEADQUARTERS***
*Dallas, TX*

***ASSETS MANAGED***
*$6.1 Billion*

***INVESTMENT STYLE***
*Global Value Equity*

## PHILOSOPHY

*Attractively valued companies with pricing power and a history of sustainable earnings and dividend growth should outperform over time*

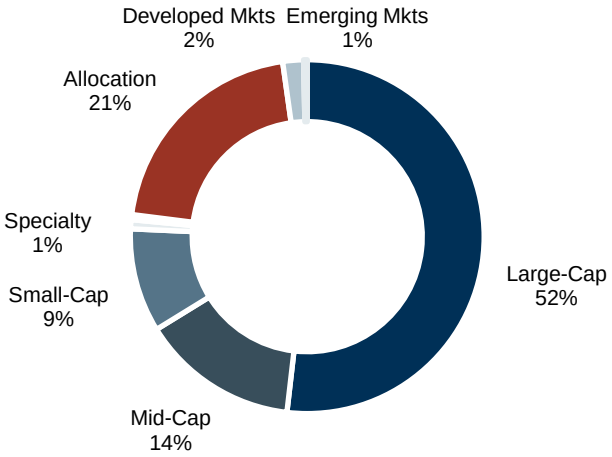
## KEY DIFFERENTIATOR

*Diversification across industries, employing a disciplined process to help avoid deep value traps; portfolios typically have a quality distinction along with above-average dividend growth*

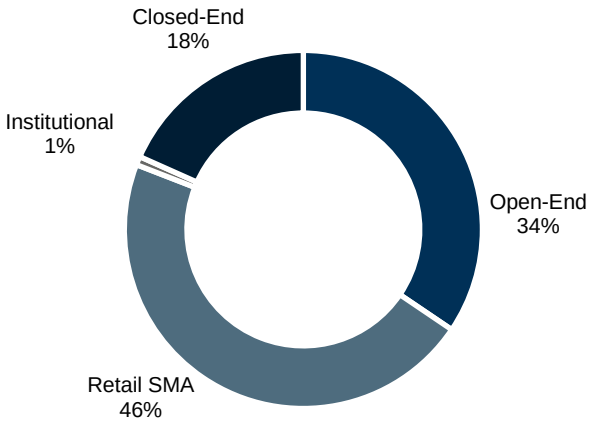
## PROFILE

- NFJ manages global value equity strategies across market caps and geographies
- The core investment team has worked together for over a decade and has more than two decades of investment experience
- Utilizes a bottom-up, fundamental approach, coupled with innovative quantitative tools, to construct high quality investment portfolios

## AUM BY STRATEGY




## AUM BY PRODUCT TYPE




nfj
A Virtus Investment Partner

As of September 30, 2024

# SEIX INVESTMENT ADVISORS

## AT-A-GLANCE

***YEAR FOUNDED / AFFILIATED***
*1992 / 2017*

***HEADQUARTERS***
*Park Ridge, NJ*

***ASSETS MANAGED***
*$13.2 Billion*

***INVESTMENT STYLE***
*Specialty Fixed Income*

## PHILOSOPHY

*Identifying the strongest and most undervalued credits with a solid margin of safety and multiple levers to pull in difficult markets adds protection in volatile business cycles*

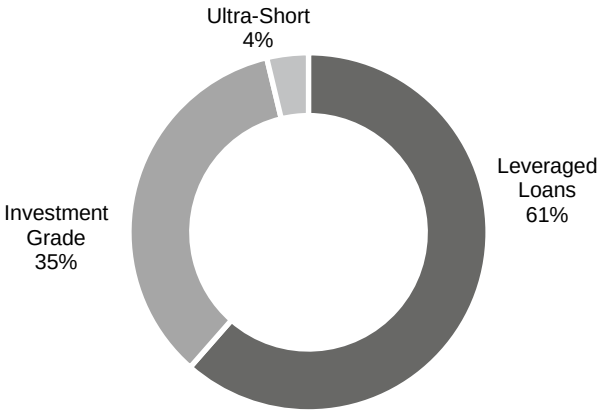
## KEY DIFFERENTIATOR

*A focus on fundamental, bottom-up credit analysis that identifies quality companies with the potential to outperform over the long-run and produce top-quartile returns with low overall default rate versus market*

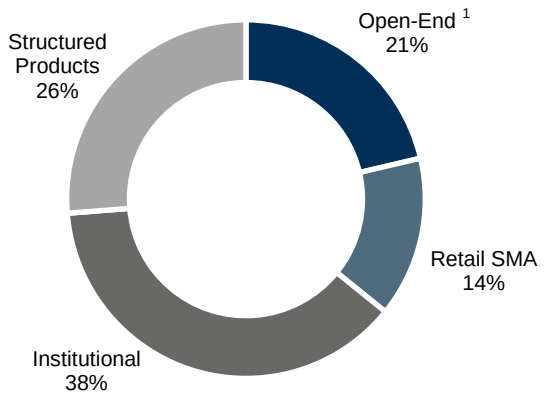
## PROFILE

- Seix manages specialty fixed income strategies, including bank loans, high yield, and taxable and non-taxable investment grade strategies
- The core investment teams have worked together for over a decade
- Uses a bottom-up focused, top-down aware investment process that emphasizes income, quality, diversification, liquidity, and a strict sell discipline

## AUM BY STRATEGY




## AUM BY PRODUCT TYPE




SEIX INVESTMENT ADVISORS
A VIRTUS INVESTMENT PARTNER

As of September 30, 2024
[1]Includes ETF's

# SILVANT CAPITAL MANAGEMENT

VIRTUS INVESTMENT PARTNERS

## AT-A-GLANCE

***YEAR FOUNDED / AFFILIATED***
*2008 / 2017*

***HEADQUARTERS***
*Atlanta, GA*

***ASSETS MANAGED***
*$2.3 Billion*

***INVESTMENT STYLE***
*Growth Equity*

## PHILOSOPHY

*Growth is a condition, not a category — meaning that any company, regardless of sector, may present conditions for growth at some point in its lifecycle*

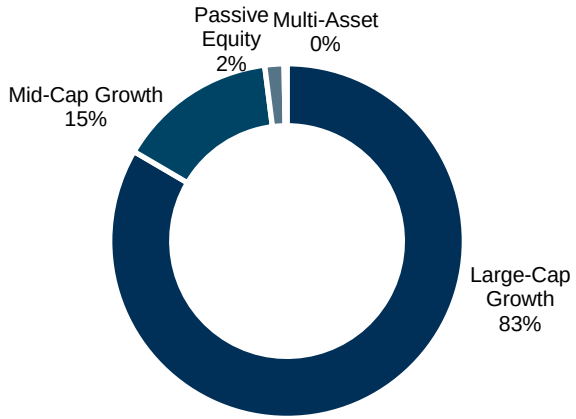
## KEY DIFFERENTIATOR

*Identifies opportunities for growth that are often ignored, leading to a more versatile portfolio that does not depend on any one factor to outperform relative to peers*

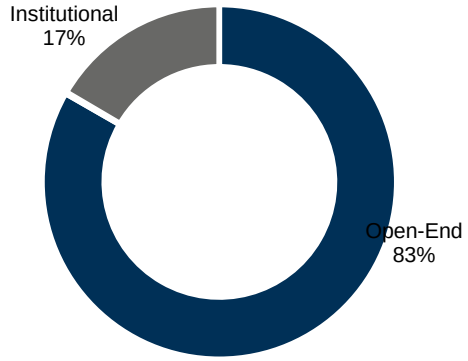
## PROFILE

- Silvant manages high-conviction U.S. growth equity portfolios
- The core investment team has worked together for over a decade
- Uses rigorous bottom-up fundamental stock selection to find companies with disruptive products or services that exhibit the potential for above average sustainable earnings growth

## AUM BY STRATEGY




## AUM BY PRODUCT TYPE




SILVANT CAPITAL MANAGEMENT®
A VIRTUS INVESTMENT PARTNER

As of September 30, 2024

# STONE HARBOR INVESTMENT PARTNERS

## AT-A-GLANCE

***YEAR FOUNDED / AFFILIATED***
*2006 / 2021*

***HEADQUARTERS***
*New York, NY*

***ASSETS MANAGED***
*$5.6 Billion*

***INVESTMENT STYLE***
*Emerging Markets Debt*

## PHILOSOPHY

*Rigorous credit and political analysis can uncover opportunities within an under-researched and under-represented asset class and can generate superior risk-adjusted returns over time*

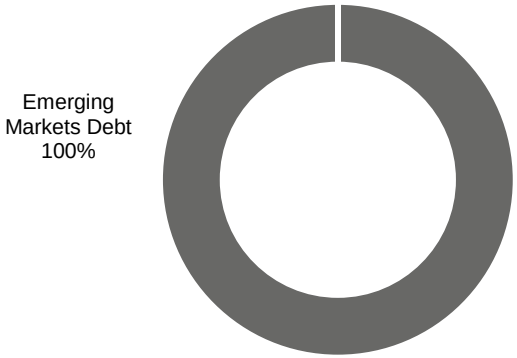
## KEY DIFFERENTIATOR

*A pioneer in emerging markets debt investing that utilizes a proprietary risk management platform*

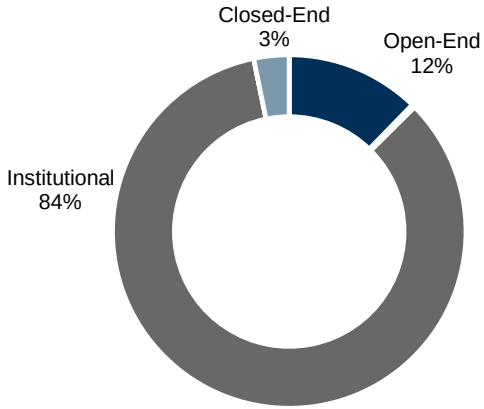
## PROFILE

- Stone Harbor manages global credit portfolios specializing in emerging markets debt
- Over 30 years of investment experience with the tenure of investment professionals working together dating to the 1990's and an average industry experience of 20 years
- Engages in disciplined collaboration to carefully construct a macroeconomic outlook and strategic framework and uses a deep research-driven process to determine the attractiveness of individual credits, currencies, interest rates and yield curves

## AUM BY STRATEGY




## AUM BY PRODUCT TYPE




As of September 30, 2024

# SUSTAINABLE GROWTH ADVISERS

## AT-A-GLANCE

***YEAR FOUNDED / AFFILIATED***
*2003 / 2018*

***HEADQUARTERS***
*Stamford, CT*

***ASSETS MANAGED***
*$28.6 Billion*

***INVESTMENT STYLE***
*Global Growth Equity*

## PHILOSOPHY

*Investing in differentiated businesses with predictable, sustainable earnings and strong cash flow growth can generate positive absolute and relative returns over time*

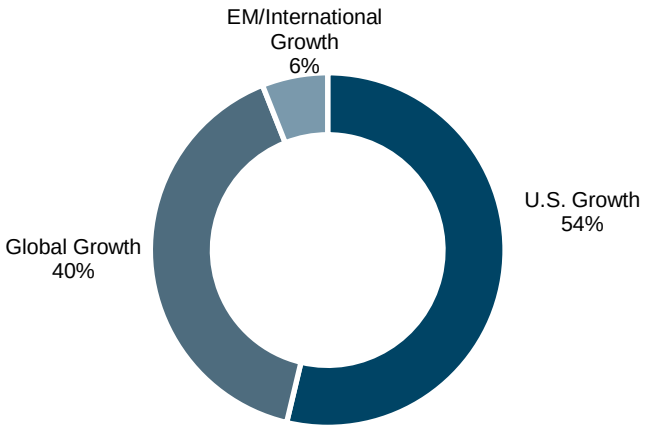
## KEY DIFFERENTIATOR

*A 3 to 5-year investment horizon allows valuation opportunities to play out and take advantage of short-term market inefficiencies and volatility*

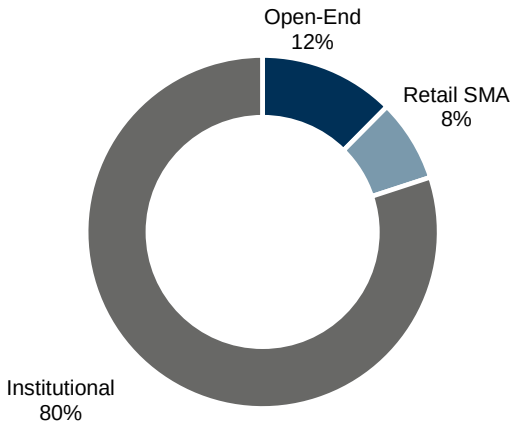
## PROFILE

- Sustainable Growth Advisers manages quality growth equity across U.S., global, emerging, and international strategies
- The investment professionals average over 20 years of experience and have diverse career backgrounds, providing unique insights when analyzing companies
- Employs a team-based approach focused on investing in quality companies that can compound shareholder wealth over time. Investments are made based on conviction, not benchmark relative weights

## AUM BY STRATEGY




## AUM BY PRODUCT TYPE




SGA Sustainable Growth Advisers
A VIRTUS INVESTMENT PARTNER

As of September 30, 2024

# VIRTUS MULTI-ASSET

## AT-A-GLANCE

***YEAR FOUNDED / AFFILIATED***
*2022 / 2022*

***HEADQUARTERS***
*New York, NY*

***ASSETS MANAGED***
*$119 Million*

***INVESTMENT STYLE***
*Global Multi-Asset*

## PHILOSOPHY

*Inefficiencies that exist at the asset class level can be exploited through active asset allocation and superior risk-adjusted returns are best achieved by thoughtfully combining strategies based on their relative valuations*

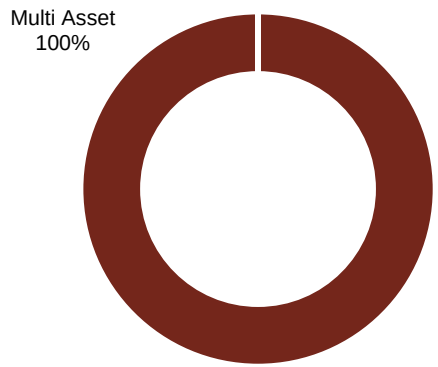
## KEY DIFFERENTIATOR

*A proprietary multi-asset solutions provider, featuring both strategic and tactical investment capabilities*

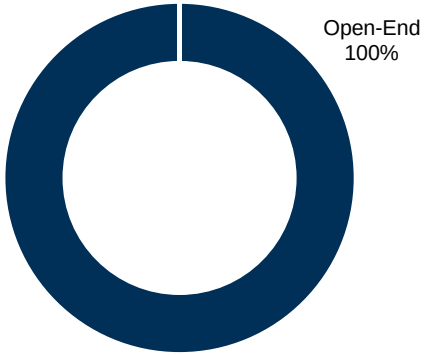
## PROFILE

- Virtus Multi-Asset manages dynamic asset allocation and multi-manger solutions
- The team averages 20 years of investment industry experience and has worked together for over a decade
- Develops independent asset class views based on macro and fundamental research with the team working closely to leverage the unique insights from investment managers across the Virtus platform

## AUM BY STRATEGY




## AUM BY PRODUCT TYPE




As of September 30, 2024

# VIRTUS SYSTEMATIC

## AT-A-GLANCE

***YEAR FOUNDED / AFFILIATED***
*2003 / 2022*

***HEADQUARTERS***
*San Diego, CA*

***ASSETS MANAGED***
*$517 Million*

***INVESTMENT STYLE***
*Systematic Global Equity*

## PHILOSOPHY

*The best way to benefit from market inefficiencies is to blend an AI-enabled investment process with a human overlay*

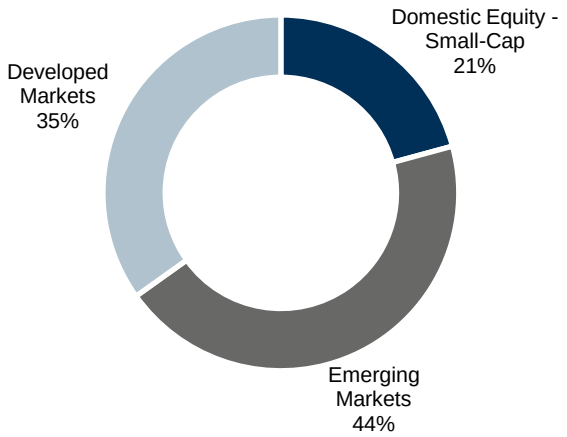
## KEY DIFFERENTIATOR

*A systematic investment approach utilizing an innovative technology platform powered by AI*

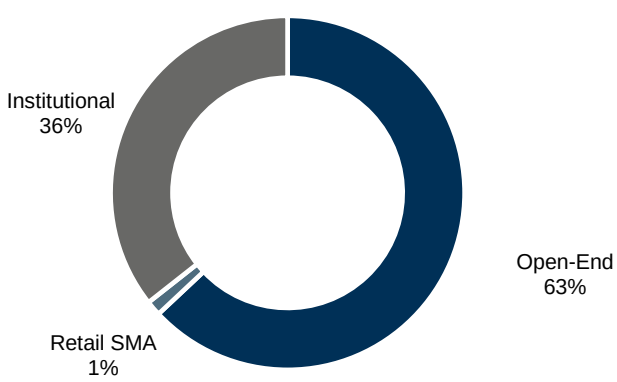
## PROFILE

- Virtus Systematic manages differentiated investment solutions, strategies, and outcomes across asset classes, regions, and securities
- The core investment team has worked together for nearly 20 years
- Employs an innovative platform powered by artificial intelligence (AI) for a proprietary alpha model that incorporates behavioral finance, intrinsic and valuation-based alpha factors combined with bottom-up security selection complemented with dynamic risk management and a qualitative check overlay

## AUM BY STRATEGY




## AUM BY PRODUCT TYPE




As of September 30, 2024

# WESTCHESTER CAPITAL MANAGEMENT

VIRTUS INVESTMENT PARTNERS

## AT-A-GLANCE

***YEAR FOUNDED / AFFILIATED***
*1980 / 2021*

***HEADQUARTERS***
*Valhalla, NY*

***ASSETS MANAGED***
*$3.1 Billion*

***INVESTMENT STYLE***
*Event-Driven Alternatives*

## PHILOSOPHY

*Decades of experience and thousands of transactions completed gives an unprecedented understanding of the merger and acquisition space that can deliver a consistent, attractive, uncorrelated return pattern*

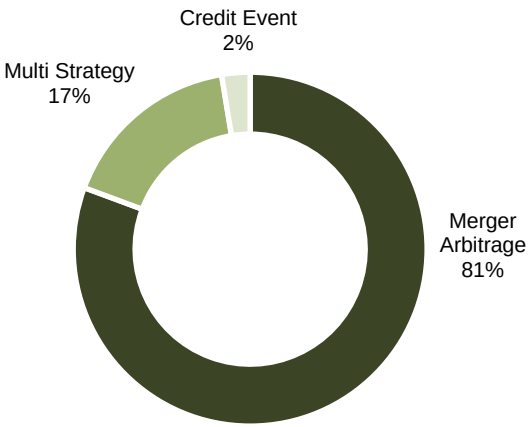
## KEY DIFFERENTIATOR

*A pioneer in the liquid alternative space with one of the longest tenured track records in the industry*

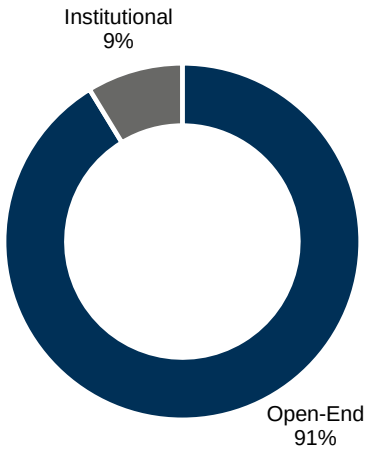
## PROFILE

- Westchester manages liquid alternative, global event-driven strategies
- More than 40 years of experience investing in event-driven strategies with over 10,000 transactions evaluated and investments in more than 5,000 mergers, acquisitions, and corporate reorganizations, over 98% of which were completed
- Invests in securities of companies involved in publicly announced corporate events including mergers, acquisitions, takeovers, and spin-offs

## AUM BY STRATEGY




## AUM BY PRODUCT TYPE




WESTCHESTER CAPITAL MANAGEMENT
A VIRTUS INVESTMENT PARTNER

As of September 30, 2024

# ZEVENBERGEN CAPITAL INVESTMENTS

## AT-A-GLANCE

***YEAR FOUNDED / AFFILIATED[1]***
*1987 / 2017*

***HEADQUARTERS***
*Edmonds, WA*

***ASSETS MANAGED***
$2.0 Billion[2]

***INVESTMENT STYLE***
*Innovative Growth Equity*

## PHILOSOPHY

*A strong independent approach to research that preserves objectivity from Wall Street biases can capture meaningful return advantages*

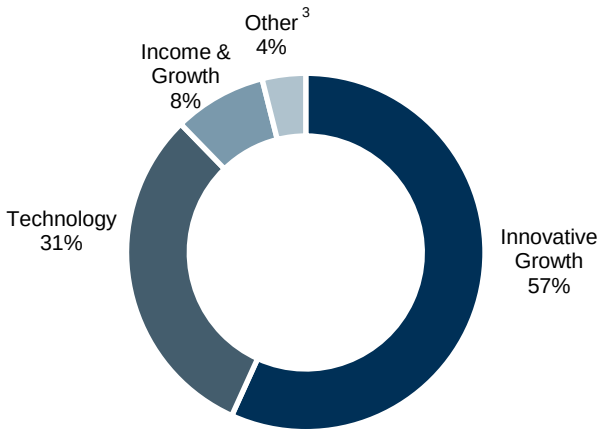
## KEY DIFFERENTIATOR

*High-conviction, high-growth manager with institutional quality investment process*

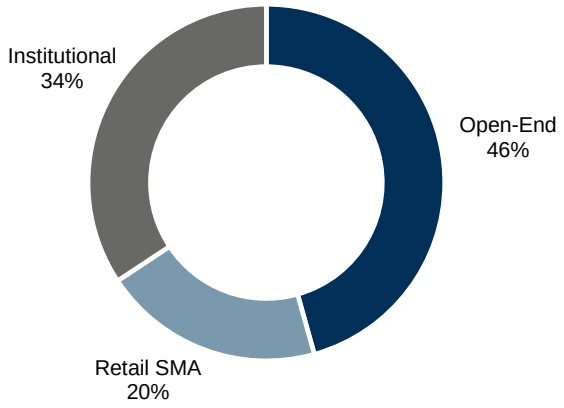
## PROFILE

- Zevenbergen manages high-conviction, U.S. growth equity portfolios across market capitalizations, including technology focused portfolios
- Over 30 years of experience investing in companies offering new technologies, robust business models, and new products and services, all with the hallmark of significant revenue growth
- Invests in well-managed disruptors, e.g. companies with significant growth potential. Employs rigorous fundamental analysis focused on positive revenue, cash flow and earnings growth

## AUM BY STRATEGY[2]




## AUM BY PRODUCT TYPE[2]



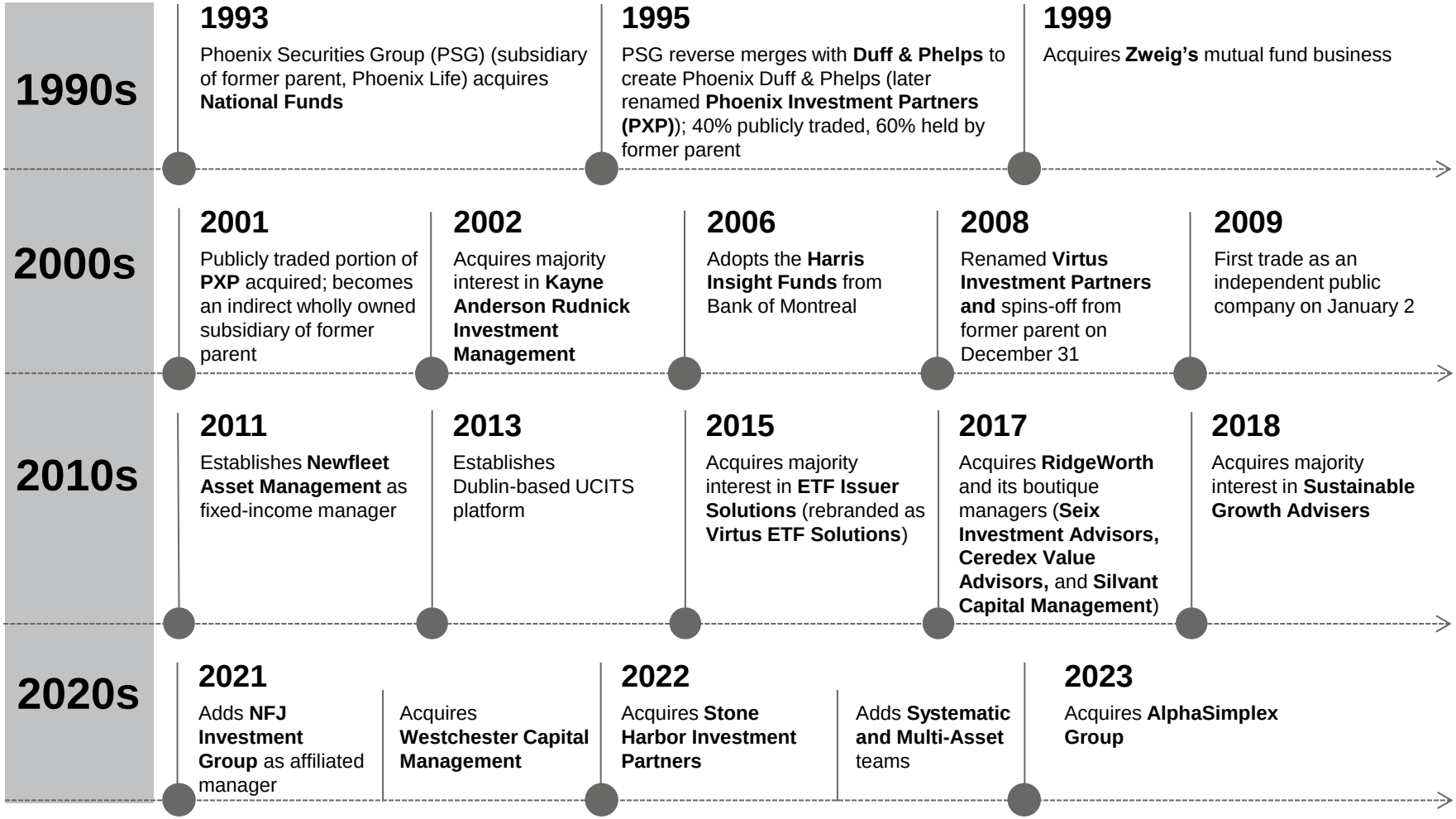

As of September 30, 2024
[1]Virtus has had a minority ownership position in Zevenbergen Capital Investments since 2017
[2] Reflects total firm AUM, $2.1 billion of which are in strategies managed for Virtus
[3] Primarily accounts utilizing multiple strategies

# Appendix



VIRTUS
INVESTMENT PARTNERS

## Established in the 1990s and fully independent since January 2009



# PRODUCTS

*DIVERSIFIED CAPABILITIES*

## AUM by Product and Adviser

| Adviser | U.S. Retail Funds | Global Funds | Insurance Funds | ETFs | Closed-End Funds | Retail Separate Accounts | Institutional Accounts | Structured Products | Total |
|---|---|---|---|---|---|---|---|---|---|
| **AlphaSimplex** | $2.3 | $0.1 | | | | | $4.0 | | **$6.4** |
| **Ceredex** | $2.6 | | | | | | $2.8 | | **$5.4** |
| **Duff & Phelps** | $1.7 | | $0.1 | | $5.7 | | $5.4 | | **$12.9** |
| **Kayne Anderson Rudnick** | $15.6 | $0.5 | $0.5 | | | $43.6 | $9.6 | | **$69.8** |
| **Newfleet** | $7.2 | $2.4 | $0.2 | $0.2 | $0.2 | | $5.8 | | **$16.0** |
| **NFJ** | $2.1 | | | | $1.1 | $2.9 | | | **$6.1** |
| **Seix** | $2.6 | | | $0.2 | | $1.9 | $5.0 | $3.5 | **$13.2** |
| **Silvant** | $1.9 | | | | | | $0.4 | | **$2.3** |
| **Stone Harbor** | $0.3 | $0.4 | | | $0.2 | | $4.7 | | **$5.6** |
| **SGA** | $1.5 | $1.9 | $0.1 | | | $2.2 | $22.9 | | **$28.6** |
| **Virtus ETF Advisers** | | | | $0.2 | | | | | **$0.2** |
| **Westchester** | $2.8 | | | | | | $0.3 | | **$3.1** |
| **Systematic & Multi-Asset** | $0.4 | | | | | | $0.2 | | **$0.6** |
| **Zevenbergen[1]** | $2.0 | | | | | | | | **$2.0** |
| **Subadvisers[2]** | $6.2 | | | $2.1 | $3.2 | | | | **$11.5** |
| **Total** | **$49.2** | **$5.3** | **$0.9** | **$2.7** | **$10.4** | **$50.6** | **61.1** | **$3.5** | **$183.7** |

$ billions; totals may not add due to rounding; as of As of September 30, 2024

[1]Virtus has 30% ownership stake in Zevenbergen Capital Investments; [2]Includes Voya, Wellington, and other ETF managers

# FINANCIAL SUPPLEMENT

# NON-GAAP INFORMATION

*INCOME STATEMENT[1] (UNAUDITED)*

| | Q3:23 | Q4:23 | Q1:24 | Q2:24 | Q3:24 | YTD:23 | YTD:24 |
|---|---|---|---|---|---|---|---|
| **Revenues, As Adjusted** | | | | | | | |
| Investment management fees, as adjusted | $177,387 | $174,448 | $180,547 | $183,670 | $185,487 | $506,120 | $549,704 |
| Administration and shareholder service fees, as adjusted | 19,064 | 18,213 | 18,717 | 18,331 | 18,579 | 55,726 | 55,627 |
| Other income and fees, as adjusted | 1,000 | 714 | 974 | 1,014 | 1,059 | 3,069 | 3,047 |
| Total revenues, as adjusted | $197,451 | $193,375 | $200,238 | $203,015 | $205,125 | $564,915 | $608,378 |
| **Operating Expenses, As Adjusted** | | | | | | | |
| Employment expenses, as adjusted | $98,844 | $96,690 | $111,610 | $103,470 | $102,518 | $293,291 | $317,598 |
| Other operating expenses, as adjusted | 30,123 | 31,164 | 30,193 | 31,277 | 29,809 | 91,589 | 91,279 |
| Depreciation and other amortization, as adjusted | 1,504 | 1,670 | 2,028 | 2,270 | 2,330 | 4,134 | 6,628 |
| Total operating expenses, as adjusted | $130,471 | $129,524 | $143,831 | $137,017 | $134,657 | $389,014 | $415,505 |
| **Operating Income (Loss), As Adjusted** | **$66,980** | **$63,851** | **$56,407** | **$65,998** | **$70,468** | **$175,901** | **$192,873** |

$ in thousands

[1] The non-GAAP financial information included in this presentation differs from financial information determined in accordance with U.S. GAAP as a result of the reclassification of certain income statement items as well as the exclusion of certain expenses and other items that are not reflective of the earnings generated from providing investment management and related services. Non-GAAP financial information has material limitations and should not be viewed in isolation or as a substitute for U.S. GAAP measures. Reconciliations to the most directly comparable U.S. GAAP measures and other important disclosures are provided later in this presentation.

# NON-GAAP INFORMATION

*INCOME STATEMENT[1] (CONTINUED)* *(UNAUDITED)*

| | Q3:23 | Q4:23 | Q1:24 | Q2:24 | Q3:24 | YTD:23 | YTD:24 |
|---|---|---|---|---|---|---|---|
| **Other Income (Expense), As Adjusted** | | | | | | | |
| Realized and unrealized gain (loss) on investments, net, as adjusted | ($297) | ($289) | $122 | ($211) | $656 | ($577) | $567 |
| Other income, net, as adjusted | 128 | 622 | 550 | 597 | 548 | (1,062) | 1,695 |
| Total other income (expense), as adjusted | ($169) | $333 | $672 | $386 | $1,204 | ($1,639) | $2,262 |
| **Interest Income (Expense), As Adjusted** | | | | | | | |
| Interest expense, as adjusted | ($6,222) | ($5,987) | ($5,681) | ($5,611) | ($5,807) | ($17,444) | ($17,099) |
| Interest and dividend income, as adjusted | 5,848 | 5,520 | 5,366 | 6,579 | 4,736 | 14,477 | 16,681 |
| Total interest income (expense), net, as adjusted | ($374) | ($467) | ($315) | $968 | ($1,071) | ($2,967) | ($418) |
| **Pre-Tax Income (Loss), As Adjusted** | **$66,437** | **$63,717** | **$56,764** | **$67,352** | **$70,601** | **$171,295** | **$194,717** |
| Income tax expense (benefit), as adjusted | 18,178 | 17,337 | 14,784 | 17,608 | 18,817 | 47,183 | 51,209 |
| **Net Income (Loss), As Adjusted** | **$48,259** | **$46,380** | **$41,980** | **$49,744** | **$51,784** | **$124,112** | **$143,508** |
| Noncontrolling interests, as adjusted | (2,436) | (1,623) | (2,581) | (2,491) | (2,141) | (7,102) | (7,213) |
| **Net Income (Loss) Attributable to Virtus Investment Partners, Inc., As Adjusted** | **$45,823** | **$44,757** | **$39,399** | **$47,253** | **$49,643** | **$117,010** | **$136,295** |
| Weighted average shares outstanding - diluted | 7,379 | 7,320 | 7,287 | 7,242 | 7,176 | 7,393 | 7,234 |
| **Earnings (Loss) Per Share - Diluted, As Adjusted** | **$6.21** | **$6.11** | **$5.41** | **$6.53** | **$6.92** | **$15.83** | **$18.84** |

$ and shares in thousands

[1] The non-GAAP financial information included in this presentation differs from financial information determined in accordance with U.S. GAAP as a result of the reclassification of certain income statement items as well as the exclusion of certain expenses and other items that are not reflective of the earnings generated from providing investment management and related services. Non-GAAP financial information has material limitations and should not be viewed in isolation or as a substitute for U.S. GAAP measures. Reconciliations to the most directly comparable U.S. GAAP measures and other important disclosures are provided later in this presentation.

# NON-GAAP INFORMATION

## *BALANCE SHEET[1] (UNAUDITED)*

| | 9/30/2023 | 12/31/2023 | 3/31/2024 | 6/30/2024 | 9/30/2024 |
|---|---|---|---|---|---|
| **Assets:** | | | | | |
| Cash and cash equivalents | $195,403 | $239,602 | $123,880 | $183,001 | $195,533 |
| Investments – seed capital | 126,017 | 144,351 | 144,682 | 139,584 | 143,901 |
| Investments – other | 145,449 | 131,238 | 128,025 | 118,384 | 140,748 |
| Investments – long term | 33,885 | 35,392 | 36,951 | 36,068 | 36,757 |
| Accounts receivable, net | 108,233 | 110,404 | 118,193 | 106,864 | 113,180 |
| Furniture, equipment, and leasehold improvements, net | 25,503 | 26,216 | 26,088 | 25,150 | 23,331 |
| Intangible assets, net | 452,338 | 432,119 | 416,784 | 401,586 | 388,703 |
| Goodwill | 397,098 | 397,098 | 397,098 | 397,098 | 397,098 |
| Deferred taxes, net | 23,659 | 25,024 | 23,974 | 24,471 | 27,937 |
| Other assets | 97,809 | 89,438 | 79,595 | 74,894 | 67,839 |
| **Total Assets** | **$1,605,394** | **$1,630,882** | **$1,495,270** | **$1,507,100** | **$1,535,027** |

$ in thousands

[1] The non-GAAP financial information included in this presentation differs from financial information determined in accordance with U.S. GAAP as a result of presenting balance sheet accounts before the consolidation of investment products

# NON-GAAP INFORMATION

*BALANCE SHEET[1] (CONTINUED) (UNAUDITED)*

| | 9/30/2023 | 12/31/2023 | 3/31/2024 | 6/30/2024 | 9/30/2024 |
|---|---|---|---|---|---|
| **Liabilities and Equity** | | | | | |
| **Liabilities:** | | | | | |
| Accrued compensation and benefits | $161,745 | $200,837 | $95,591 | $132,261 | $180,078 |
| Accounts payable and accrued liabilities | 32,740 | 38,756 | 44,282 | 30,275 | 30,073 |
| Dividends payable | 16,860 | 17,291 | 16,553 | 16,982 | 19,545 |
| Other liabilities | 93,134 | 91,471 | 67,459 | 63,137 | 60,374 |
| Debt[2] | 273,815 | 253,412 | 253,008 | 247,605 | 237,467 |
| Contingent consideration[3] | 94,421 | 90,938 | 66,704 | 63,404 | 59,404 |
| **Total Liabilities** | **$672,715** | **$692,705** | **$543,597** | **$553,664** | **$586,941** |
| Redeemable noncontrolling interests | $70,550 | $74,225 | $79,996 | $84,736 | $59,015 |
| **Equity:** | | | | | |
| Total equity exc. noncontrolling interests | 862,129 | 863,952 | 871,677 | 868,700 | 889,071 |
| **Total Liabilities and Equity** | **$1,605,394** | **$1,630,882** | **$1,495,270** | **$1,507,100** | **$1,535,027** |
| **Working Capital[4]** | **$113,550** | **$109,089** | **$123,428** | **$143,001** | **$108,470** |

$ in thousands

[1] The non-GAAP financial information included in this presentation differs from financial information determined in accordance with U.S. GAAP as a result of presenting balance sheet accounts before the consolidation of investment products

[2] Defined as gross debt less deferred financing costs

[3] Represents estimated revenue participation and contingent payments

[4] Defined as cash and cash equivalents plus accounts receivable, net, and deferred compensation related investments less accrued compensation and benefits excluding affiliate minority interests, accounts payable and accrued liabilities, dividends payable, debt principal payments due over next 12 months and revenue participation amounts earned as of the balance sheet date and due within 12 months.

# U.S. GAAP INFORMATION

*INCOME STATEMENT (UNAUDITED)*

| | Q3:23 | Q4:23 | Q1:24 | Q2:24 | Q3:24 | YTD:23 | YTD:24 |
|---|---|---|---|---|---|---|---|
| **Revenues** | | | | | | | |
| Investment management fees | $184,869 | $182,149 | $188,360 | $191,652 | $193,843 | $529,326 | $573,855 |
| Distribution and service fees | 14,333 | 13,535 | 14,030 | 13,410 | 13,567 | 42,618 | 41,007 |
| Administration and shareholder service fees | 19,069 | 18,189 | 18,678 | 18,308 | 18,560 | 55,668 | 55,546 |
| Other income and fees | 1,000 | 714 | 974 | 1,014 | 1,059 | 3,069 | 3,047 |
| Total revenues | $219,271 | $214,587 | $222,042 | $224,384 | $227,029 | $630,681 | $673,455 |
| **Operating Expenses** | | | | | | | |
| Employment expenses | $101,587 | $99,847 | $115,163 | $105,667 | $105,555 | $304,895 | $326,385 |
| Distribution and other asset-based expenses | 24,157 | 23,470 | 24,348 | 23,695 | 24,175 | 73,332 | 72,218 |
| Other operating expenses | 30,494 | 31,164 | 31,375 | 33,050 | 30,363 | 94,707 | 94,788 |
| Other operating expenses of CIP[1] | 553 | 2,611 | 690 | 2,909 | 465 | 1,613 | 4,064 |
| Restructuring expense | 691 | 133 | 797 | 690 | — | 691 | 1,487 |
| Change in fair value of contingent consideration | — | 1,290 | — | (3,300) | (4,000) | (6,800) | (7,300) |
| Depreciation expense | 1,504 | 1,670 | 2,028 | 2,270 | 2,330 | 4,134 | 6,628 |
| Amortization expense | 15,382 | 15,446 | 15,335 | 15,198 | 12,883 | 45,581 | 43,416 |
| Total operating expenses | $174,368 | $175,631 | $189,736 | $180,179 | $171,771 | $518,153 | $541,686 |
| **Operating Income (Loss)** | **$44,903** | **$38,956** | **$32,306** | **$44,205** | **$55,258** | **$112,528** | **$131,769** |

$ in thousands

[1] CIP (Consolidated Investment Products) represents the company sponsored and managed investment products for which revenues and expenses are consolidated in the financial statements

# U.S. GAAP INFORMATION

*INCOME STATEMENT (CONTINUED)* *(UNAUDITED)*

| | Q3:23 | Q4:23 | Q1:24 | Q2:24 | Q3:24 | YTD:23 | YTD:24 |
|---|---|---|---|---|---|---|---|
| **Other Income (Expense)** | | | | | | | |
| Realized and unrealized gain (loss) on investments, net | ($1,918) | $4,056 | $3,416 | ($1,553) | $4,552 | $2,469 | $6,415 |
| Realized and unrealized gain (loss) of CIP[1], net | (1,013) | 449 | 1,535 | (12,936) | (5,128) | (2,853) | (16,529) |
| Other income (expense), net | 128 | 622 | 550 | 597 | 548 | (1,062) | 1,695 |
| Total other income (expense), net | ($2,803) | $5,127 | $5,501 | ($13,892) | ($28) | ($1,446) | ($8,419) |
| **Interest Income (Expense)** | | | | | | | |
| Interest expense | ($6,222) | ($5,987) | ($5,681) | ($5,611) | ($5,807) | ($17,444) | ($17,099) |
| Interest and dividend income | 2,872 | 3,673 | 3,469 | 2,643 | 2,913 | 8,785 | 9,025 |
| Interest and dividend income of investments of CIP[1] | 49,803 | 53,206 | 51,115 | 52,385 | 50,628 | 144,501 | 154,128 |
| Interest expense of CIP[1] | (38,218) | (43,182) | (40,012) | (41,960) | (38,063) | (112,153) | (120,035) |
| Total interest income (expense), net | $8,235 | $7,710 | $8,891 | $7,457 | $9,671 | $23,689 | $26,019 |
| **Income (Loss) Before Income Taxes** | **$50,335** | **$51,793** | **$46,698** | **$37,770** | **$64,901** | **$134,771** | **$149,369** |
| Income tax expense (benefit) | 12,181 | 13,294 | 8,831 | 11,748 | 15,797 | 31,794 | 36,376 |
| **Net Income (Loss)** | **$38,154** | **$38,499** | **$37,867** | **$26,022** | **$49,104** | **$102,977** | **$112,993** |
| Noncontrolling interests | (7,248) | (7,665) | (8,009) | (8,408) | (8,124) | (3,190) | (24,541) |
| **Net Income (Loss) Attributable to Virtus Investment Partners, Inc.** | **$30,906** | **$30,834** | **$29,858** | **$17,614** | **$40,980** | **$99,787** | **$88,452** |
| Weighted average shares outstanding - diluted | 7,379 | 7,320 | 7,287 | 7,242 | 7,176 | 7,393 | 7,234 |
| **Earnings (Loss) Per Share - Diluted** | **$4.19** | **$4.21** | **$4.10** | **$2.43** | **$5.71** | **$13.50** | **$12.23** |

$ and shares in thousands

[1] CIP (Consolidated Investment Products) represents the company sponsored and managed investment products for which revenues and expenses are consolidated in the financial statements

# ASSETS UNDER MANAGEMENT

*BY PRODUCT, ASSET CLASS AND REGION*

VIRTUS INVESTMENT PARTNERS

| | 9/30/2023 | 12/31/2023 | 3/31/2024 | 6/30/2024 | 9/30/2024 |
|---|---|---|---|---|---|
| **Assets by Product** | | | | | |
| U.S. Retail Funds | $47,776 | $49,064 | $50,252 | $48,064 | $49,219 |
| Global Funds | 4,140 | 4,560 | 4,749 | 4,809 | 5,343 |
| Exchange Traded Funds | 1,404 | 1,545 | 1,898 | 2,108 | 2,642 |
| Variable Insurance Funds | 825 | 893 | 919 | 871 | 896 |
| Total – Open-End Funds | $54,145 | $56,062 | $57,818 | $55,852 | $58,100 |
| Closed-End Funds | $9,472 | $10,026 | $10,064 | $9,915 | $10,432 |
| Intermediary Sold Managed Accounts[1] | $31,708 | $35,438 | $38,610 | $37,537 | $41,913 |
| Wealth Management | 6,957 | 7,764 | 8,206 | 8,135 | 8,697 |
| Total – Retail Separate Accounts | $38,665 | $43,202 | $46,816 | $45,672 | $50,610 |
| Institutional Separate Accounts | $56,613 | $59,548 | $61,253 | $58,828 | $61,142 |
| Structured Products | 3,644 | 3,421 | 3,360 | 3,318 | 3,458 |
| Total – Institutional Accounts | $60,257 | $62,969 | $64,613 | $62,146 | $64,600 |
| **Total** | **$162,539** | **$172,259** | **$179,311** | **$173,585** | **$183,742** |
| **Assets by Asset Class** | | | | | |
| Equity | $87,984 | $96,703 | $103,501 | $99,224 | $106,784 |
| Fixed Income | 37,352 | 37,192 | 37,037 | 36,970 | 39,014 |
| Multi-Asset[2] | 19,937 | 21,411 | 21,975 | 21,060 | 21,619 |
| Alternatives[3] | 17,266 | 16,953 | 16,798 | 16,331 | 16,325 |
| **Total** | **$162,539** | **$172,259** | **$179,311** | **$173,585** | **$183,742** |
| **Assets by Region** | | | | | |
| U.S. | $134,743 | $142,297 | $148,825 | $143,454 | $151,243 |
| Non-U.S. | 27,796 | 29,962 | 30,486 | 30,131 | 32,499 |
| **Total** | **$162,539** | **$172,259** | **$179,311** | **$173,585** | **$183,742** |

$ in millions

[1] Includes investment models provided to managed account sponsors

[2] Consists of multi-asset offerings not included in equity, fixed income, and alternatives

[3] Consists of managed futures, event-driven, real estate securities, infrastructure, long/short, and other strategies

# ASSETS UNDER MANAGEMENT

*BY PRODUCT AND ASSET CLASS*

| | Open-End Funds | Closed-End Funds | Retail Separate Accounts | Institutional Accounts | Total as of 9/30/2024 |
|---|---|---|---|---|---|
| **Equity:** | | | | | |
| Domestic Equity | $21,070 | $— | $40,079 | $25,325 | $86,474 |
| International Equity | 3,072 | — | 71 | 1,393 | 4,536 |
| Global Equity | 2,327 | — | 419 | 9,078 | 11,824 |
| Specialty Equity[1] | 3,017 | 893 | 40 | — | 3,950 |
| **Total Equity** | $29,486 | $893 | $40,609 | $35,796 | $106,784 |
| | | | | | |
| **Fixed Income:** | | | | | |
| Leveraged Finance | $2,913 | $— | $1,420 | $4,657 | $8,990 |
| Multi-Sector | 8,891 | 142 | — | 1,171 | 10,204 |
| Emerging Markets Debt | 690 | 181 | 16 | 4,731 | 5,618 |
| Investment Grade | 642 | 87 | 641 | 9,246 | 10,616 |
| Hybrid | 2,625 | 961 | — | — | 3,586 |
| **Total Fixed Income** | $15,761 | $1,371 | $2,077 | $19,805 | $39,014 |
| | | | | | |
| **Multi-Asset**[2] | $5,751 | $7,525 | $7,923 | $420 | $21,619 |
| | | | | | |
| **Alternatives**[3] | $7,102 | $643 | $1 | $8,579 | $16,325 |
| **Total** | **$58,100** | **$10,432** | **$50,610** | **$64,600** | **$183,742** |

$ in millions

[1] Includes strategies designed to give targeted investment exposure to specific longer-term trends and themes or specific industries

[2] Consists of multi-asset offerings not included in equity, fixed income, and alternatives

[3] Consists of managed futures, event-driven, real estate securities, infrastructure, long/short, and other strategies

# ASSET FLOWS
*TOTAL*

| | 9/30/2023 | 12/31/2023 | 3/31/2024 | 6/30/2024 | 9/30/2024 | YTD:23 | YTD:24 |
|---|---|---|---|---|---|---|---|
| **Total** | | | | | | | |
| Beginning balance | $168,316 | $162,539 | $172,259 | $179,311 | $173,585 | $149,376 | $172,259 |
| Inflows | 5,810 | 6,237 | 7,583 | 6,137 | 6,597 | 19,620 | 20,317 |
| Outflows | (7,309) | (10,037) | (8,821) | (8,762) | (8,321) | (23,040) | (25,904) |
| Net Flows | (1,499) | (3,800) | (1,238) | (2,625) | (1,724) | (3,420) | (5,587) |
| Market performance | (3,624) | 14,322 | 8,736 | (2,577) | 12,552 | 10,509 | 18,711 |
| Other[1] | (654) | (802) | (446) | (524) | (671) | 6,074 | (1,641) |
| **Ending Balance - Total** | **$162,539** | **$172,259** | **$179,311** | **$173,585** | **$183,742** | **$162,539** | **$183,742** |
| *Inflow Rate[2]* | *13.7 %* | *15.2 %* | *17.7 %* | *13.8 %* | *15.1 %* | *17.6 %* | *15.8 %* |
| *Outflow Rate[2]* | *(17.2)%* | *(24.5)%* | *(20.6)%* | *(19.7)%* | *(19.1)%* | *(20.7)%* | *(20.1)%* |
| *Net Flow Rate[2]* | *(3.5)%* | *(9.3)%* | *(2.9)%* | *(5.9)%* | *(4.0)%* | *(3.1)%* | *(4.3)%* |

$ in millions

[1] Represents open-end and closed-end fund distributions net of reinvestments, the net change in assets from cash management strategies, and the impact of non-sales related activities such as asset acquisitions/(dispositions), seed capital investments/(withdrawals), current income or capital returned by structured products and the use of leverage

[2] Annualized flows divided by beginning of period AUM

# ASSET FLOWS
*BY PRODUCT*

| | 9/30/2023 | 12/31/2023 | 3/31/2024 | 6/30/2024 | 9/30/2024 | YTD:23 | YTD:24 |
|---|---|---|---|---|---|---|---|
| **U.S. Retail Funds** | | | | | | | |
| Beginning balance | $50,429 | $47,776 | $49,064 | $50,252 | $48,064 | $47,494 | $49,064 |
| Inflows | 2,382 | 2,629 | 2,929 | 2,291 | 2,364 | 7,315 | 7,584 |
| Outflows | (3,954) | (4,628) | (3,906) | (3,843) | (3,871) | (13,063) | (11,620) |
| Net Flows | (1,572) | (1,999) | (977) | (1,552) | (1,507) | (5,748) | (4,036) |
| Market performance | (906) | 3,642 | 2,306 | (534) | 2,753 | 3,462 | 4,525 |
| Other[1] | (175) | (355) | (141) | (102) | (91) | 2,568 | (334) |
| **Ending Balance** | **$47,776** | **$49,064** | **$50,252** | **$48,064** | **$49,219** | **$47,776** | **$49,219** |
| | | | | | | | |
| **Global Funds**[2] | | | | | | | |
| Beginning balance | $4,184 | $4,140 | $4,560 | $4,749 | $4,809 | $3,443 | $4,560 |
| Inflows | 172 | 196 | 234 | 236 | 277 | 576 | 747 |
| Outflows | (99) | (202) | (133) | (190) | (141) | (252) | (464) |
| Net Flows | 73 | (6) | 101 | 46 | 136 | 324 | 283 |
| Market performance | (116) | 427 | 89 | 21 | 400 | 245 | 510 |
| Other[1] | (1) | (1) | (1) | (7) | (2) | 128 | (10) |
| **Ending Balance** | **$4,140** | **$4,560** | **$4,749** | **$4,809** | **$5,343** | **$4,140** | **$5,343** |

$ in millions

[1] Represents open-end and closed-end fund distributions net of reinvestments, the net change in assets from cash management strategies, and the impact of non-sales related activities such as asset acquisitions/(dispositions), seed capital investments/(withdrawals), current income or capital returned by structured products and the use of leverage

[2] Represents assets under management of Undertakings for Collective Investments in Transferable Securities ("UCITS")

# ASSET FLOWS
*BY PRODUCT (CONTINUED)*

| | 9/30/2023 | 12/31/2023 | 3/31/2024 | 6/30/2024 | 9/30/2024 | YTD:23 | YTD:24 |
|---|---|---|---|---|---|---|---|
| **Exchange Traded Funds** | | | | | | | |
| Beginning balance | $1,337 | $1,404 | $1,545 | $1,898 | $2,108 | $1,226 | $1,545 |
| Inflows | 124 | 105 | 298 | 241 | 450 | 331 | 989 |
| Outflows | (52) | (46) | (28) | (43) | (59) | (212) | (130) |
| Net Flows | 72 | 59 | 270 | 198 | 391 | 119 | 859 |
| Market performance | 18 | 104 | 117 | 46 | 187 | 137 | 350 |
| Other[1] | (23) | (22) | (34) | (34) | (44) | (78) | (112) |
| **Ending Balance** | **$1,404** | **$1,545** | **$1,898** | **$2,108** | **$2,642** | **$1,404** | **$2,642** |
| | | | | | | | |
| **Variable Insurance Funds** | | | | | | | |
| Beginning balance | $878 | $825 | $893 | $919 | $871 | $837 | $893 |
| Inflows | 9 | 10 | 15 | 9 | 27 | 26 | 51 |
| Outflows | (32) | (29) | (37) | (44) | (72) | (94) | (153) |
| Net Flows | (23) | (19) | (22) | (35) | (45) | (68) | (102) |
| Market performance | (30) | 87 | 48 | (13) | 70 | 56 | 105 |
| Other[1] | — | — | — | — | — | — | — |
| **Ending Balance** | **$825** | **$893** | **$919** | **$871** | **$896** | **$825** | **$896** |
| | | | | | | | |
| **Total Open End Funds** | | | | | | | |
| Beginning balance | $56,828 | $54,145 | $56,062 | $57,818 | $55,852 | $53,000 | $56,062 |
| Inflows | 2,687 | 2,940 | 3,476 | 2,777 | 3,118 | 8,248 | 9,371 |
| Outflows | (4,137) | (4,905) | (4,104) | (4,120) | (4,143) | (13,621) | (12,367) |
| Net Flows | (1,450) | (1,965) | (628) | (1,343) | (1,025) | (5,373) | (2,996) |
| Market performance | (1,034) | 4,260 | 2,560 | (480) | 3,410 | 3,900 | 5,490 |
| Other[1] | (199) | (378) | (176) | (143) | (137) | 2,618 | (456) |
| **Ending Balance** | **$54,145** | **$56,062** | **$57,818** | **$55,852** | **$58,100** | **$54,145** | **$58,100** |

$ in millions

[1] Represents open-end and closed-end fund distributions net of reinvestments, the net change in assets from cash management strategies, and the impact of non-sales related activities such as asset acquisitions/(dispositions), seed capital investments/(withdrawals), current income or capital returned by structured products and the use of leverage

# ASSET FLOWS
*BY PRODUCT (CONTINUED)*

| | 9/30/2023 | 12/31/2023 | 3/31/2024 | 6/30/2024 | 9/30/2024 | YTD:23 | YTD:24 |
|---|---|---|---|---|---|---|---|
| **Closed-End Funds** | | | | | | | |
| Beginning balance | $10,166 | $9,472 | $10,026 | $10,064 | $9,915 | $10,361 | $10,026 |
| Inflows | — | — | — | — | — | 24 | — |
| Outflows | — | — | — | (41) | — | — | (41) |
| Net Flows | — | — | — | (41) | — | 24 | (41) |
| Market performance | (504) | 753 | 239 | 83 | 845 | (300) | 1,167 |
| Other[1] | (190) | (199) | (201) | (191) | (328) | (613) | (720) |
| **Ending Balance** | **$9,472** | **$10,026** | **$10,064** | **$9,915** | **$10,432** | **$9,472** | **$10,432** |

$ in millions

[1] Represents open-end and closed-end fund distributions net of reinvestments, the net change in assets from cash management strategies, and the impact of non-sales related activities such as asset acquisitions/(dispositions), seed capital investments/(withdrawals), current income or capital returned by structured products and the use of leverage

# ASSET FLOWS
*BY PRODUCT (CONTINUED)*

| | 9/30/2023 | 12/31/2023 | 3/31/2024 | 6/30/2024 | 9/30/2024 | YTD:23 | YTD:24 |
|---|---|---|---|---|---|---|---|
| **Intermediary Sold Managed Accounts[2]** | | | | | | | |
| Beginning balance | $31,878 | $31,708 | $35,438 | $38,610 | $37,537 | $29,160 | $35,438 |
| Inflows | 1,661 | 1,741 | 2,171 | 1,895 | 1,985 | 3,747 | 6,051 |
| Outflows | (1,353) | (1,441) | (1,505) | (1,465) | (1,570) | (3,780) | (4,540) |
| Net Flows | 308 | 300 | 666 | 430 | 415 | (33) | 1,511 |
| Market performance | (478) | 3,430 | 2,506 | (1,506) | 3,961 | 2,581 | 4,961 |
| Other[1] | — | — | — | 3 | — | — | 3 |
| **Ending Balance** | **$31,708** | **$35,438** | **$38,610** | **$37,537** | **$41,913** | **$31,708** | **$41,913** |
| | | | | | | | |
| **Wealth Management** | | | | | | | |
| Beginning balance | $7,114 | $6,957 | $7,764 | $8,206 | $8,135 | $6,192 | $7,764 |
| Inflows | 188 | 377 | 202 | 277 | 275 | 815 | 754 |
| Outflows | (171) | (285) | (190) | (223) | (259) | (466) | (672) |
| Net Flows | 17 | 92 | 12 | 54 | 16 | 349 | 82 |
| Market performance | (174) | 714 | 430 | (125) | 546 | 416 | 851 |
| Other[1] | — | 1 | — | — | — | — | — |
| **Ending Balance** | **$6,957** | **$7,764** | **$8,206** | **$8,135** | **$8,697** | **$6,957** | **$8,697** |
| | | | | | | | |
| **Total Retail Separate Accounts** | | | | | | | |
| Beginning balance | $38,992 | $38,665 | $43,202 | $46,816 | $45,672 | $35,352 | $43,202 |
| Inflows | 1,849 | 2,118 | 2,373 | 2,172 | 2,260 | 4,562 | 6,805 |
| Outflows | (1,524) | (1,726) | (1,695) | (1,688) | (1,829) | (4,246) | (5,212) |
| Net Flows | 325 | 392 | 678 | 484 | 431 | 316 | 1,593 |
| Market performance | (652) | 4,144 | 2,936 | (1,631) | 4,507 | 2,997 | 5,812 |
| Other[1] | — | 1 | — | 3 | — | — | 3 |
| **Ending Balance** | **$38,665** | **$43,202** | **$46,816** | **$45,672** | **$50,610** | **$38,665** | **$50,610** |

$ in millions

[1] Represents open-end and closed-end fund distributions net of reinvestments, the net change in assets from cash management strategies, and the impact of non-sales related activities such as asset acquisitions/(dispositions), seed capital investments/(withdrawals), current income or capital returned by structured products and the use of leverage

[2] Includes strategies for which investment models are provided to managed accounts sponsors

# ASSET FLOWS
*BY PRODUCT (CONTINUED)*

| | 9/30/2023 | 12/31/2023 | 3/31/2024 | 6/30/2024 | 9/30/2024 | YTD:23 | YTD:24 |
|---|---|---|---|---|---|---|---|
| **Institutional Separate Accounts** | | | | | | | |
| Beginning balance | $58,780 | $56,613 | $59,548 | $61,253 | $58,828 | $46,908 | $59,548 |
| Inflows | 1,002 | 1,179 | 1,734 | 1,085 | 943 | 6,514 | 3,762 |
| Outflows | (1,648) | (3,406) | (3,022) | (2,913) | (2,349) | (5,173) | (8,284) |
| Net Flows | (646) | (2,227) | (1,288) | (1,828) | (1,406) | 1,341 | (4,522) |
| Market performance | (1,497) | 5,113 | 2,946 | (576) | 3,735 | 3,721 | 6,105 |
| Other[1] | (24) | 49 | 47 | (21) | (15) | 4,643 | 11 |
| **Ending Balance** | **$56,613** | **$59,548** | **$61,253** | **$58,828** | **$61,142** | **$56,613** | **$61,142** |
| | | | | | | | |
| **Structured Products** | | | | | | | |
| Beginning balance | $3,550 | $3,644 | $3,421 | $3,360 | $3,318 | $3,755 | $3,421 |
| Inflows | 272 | — | — | 103 | 276 | 272 | 379 |
| Outflows | — | — | — | — | — | — | — |
| Net Flows | 272 | — | — | 103 | 276 | 272 | 379 |
| Market performance | 63 | 52 | 55 | 27 | 55 | 191 | 137 |
| Other[1] | (241) | (275) | (116) | (172) | (191) | (574) | (479) |
| **Ending Balance** | **$3,644** | **$3,421** | **$3,360** | **$3,318** | **$3,458** | **$3,644** | **$3,458** |
| | | | | | | | |
| **Total Institutional Accounts** | | | | | | | |
| Beginning balance | $62,330 | $60,257 | $62,969 | $64,613 | $62,146 | $50,663 | $62,969 |
| Inflows | 1,274 | 1,179 | 1,734 | 1,188 | 1,219 | 6,786 | 4,141 |
| Outflows | (1,648) | (3,406) | (3,022) | (2,913) | (2,349) | (5,173) | (8,284) |
| Net Flows | (374) | (2,227) | (1,288) | (1,725) | (1,130) | 1,613 | (4,143) |
| Market performance | (1,434) | 5,165 | 3,001 | (549) | 3,790 | 3,912 | 6,242 |
| Other[1] | (265) | (226) | (69) | (193) | (206) | 4,069 | (468) |
| **Ending Balance** | **$60,257** | **$62,969** | **$64,613** | **$62,146** | **$64,600** | **$60,257** | **$64,600** |

$ in millions

[1] Represents open-end and closed-end fund distributions net of reinvestments, the net change in assets from cash management strategies, and the impact of non-sales related activities such as asset acquisitions/(dispositions), seed capital investments/(withdrawals), current income or capital returned by structured products and the use of leverage

# ASSET FLOWS
*BY ASSET CLASS*

| | 9/30/2023 | 12/31/2023 | 3/31/2024 | 6/30/2024 | 9/30/2024 | YTD:23 | YTD:24 |
|---|---|---|---|---|---|---|---|
| **Domestic Equity** | | | | | | | |
| Beginning balance | $71,984 | $69,978 | $77,263 | $83,474 | $79,679 | $64,948 | $77,263 |
| Inflows | 2,731 | 3,023 | 4,390 | 3,381 | 3,185 | 7,785 | 10,956 |
| Outflows | (3,109) | (3,704) | (4,190) | (4,854) | (3,954) | (9,353) | (12,998) |
| Net Flows | (378) | (681) | 200 | (1,473) | (769) | (1,568) | (2,042) |
| Market performance | (1,618) | 8,060 | 6,027 | (2,745) | 7,570 | 6,618 | 10,852 |
| Other[1] | (10) | (94) | (16) | 423 | (6) | (20) | 401 |
| **Ending Balance** | **$69,978** | **$77,263** | **$83,474** | **$79,679** | **$86,474** | **$69,978** | **$86,474** |
| | | | | | | | |
| **International Equity** | | | | | | | |
| Beginning balance | $5,590 | $5,022 | $5,055 | $4,677 | $4,342 | $5,400 | $5,055 |
| Inflows | 273 | 166 | 220 | 234 | 165 | 808 | 619 |
| Outflows | (566) | (586) | (589) | (517) | (390) | (1,372) | (1,496) |
| Net Flows | (293) | (420) | (369) | (283) | (225) | (564) | (877) |
| Market performance | (273) | 470 | (2) | (50) | 421 | 182 | 369 |
| Other[1] | (2) | (17) | (7) | (2) | (2) | 4 | (11) |
| **Ending Balance** | **$5,022** | **$5,055** | **$4,677** | **$4,342** | **$4,536** | **$5,022** | **$4,536** |

$ in millions

[1] Represents open-end and closed-end fund distributions net of reinvestments, the net change in assets from cash management strategies, and the impact of non-sales related activities such as asset acquisitions/(dispositions), seed capital investments/(withdrawals), current income or capital returned by structured products and the use of leverage

# ASSET FLOWS
## *BY ASSET CLASS (CONTINUED)*

VIRTUS INVESTMENT PARTNERS

| | 9/30/2023 | 12/31/2023 | 3/31/2024 | 6/30/2024 | 9/30/2024 | YTD:23 | YTD:24 |
|---|---|---|---|---|---|---|---|
| **Global Equity** | | | | | | | |
| Beginning balance | $9,835 | $9,478 | $10,552 | $11,228 | $11,224 | $8,292 | $10,552 |
| Inflows | 182 | 477 | 318 | 363 | 274 | 1,016 | 955 |
| Outflows | (367) | (407) | (203) | (443) | (289) | (1,054) | (935) |
| Net Flows | (185) | 70 | 115 | (80) | (15) | (38) | 20 |
| Market performance | (172) | 1,004 | 568 | 76 | 616 | 1,224 | 1,260 |
| Other[2] | — | — | (7) | — | (1) | — | (8) |
| **Ending Balance** | **$9,478** | **$10,552** | **$11,228** | **$11,224** | **$11,824** | **$9,478** | **$11,824** |
| | | | | | | | |
| **Specialty Equity[1]** | | | | | | | |
| Beginning balance | $3,802 | $3,506 | $3,833 | $4,122 | $3,979 | $3,254 | $3,833 |
| Inflows | 96 | 79 | 118 | 77 | 79 | 310 | 274 |
| Outflows | (195) | (174) | (209) | (353) | (245) | (576) | (807) |
| Net Flows | (99) | (95) | (91) | (276) | (166) | (266) | (533) |
| Market performance | (189) | 448 | 396 | 148 | 156 | 560 | 700 |
| Other[2] | (8) | (26) | (16) | (15) | (19) | (42) | (50) |
| **Ending Balance** | **$3,506** | **$3,833** | **$4,122** | **$3,979** | **$3,950** | **$3,506** | **$3,950** |
| | | | | | | | |
| **Total Equity** | | | | | | | |
| Beginning balance | $91,211 | $87,984 | $96,703 | $103,501 | $99,224 | $81,894 | $96,703 |
| Inflows | 3,282 | 3,745 | 5,046 | 4,055 | 3,703 | 9,919 | 12,804 |
| Outflows | (4,237) | (4,871) | (5,191) | (6,167) | (4,878) | (12,355) | (16,236) |
| Net Flows | (955) | (1,126) | (145) | (2,112) | (1,175) | (2,436) | (3,432) |
| Market performance | (2,252) | 9,982 | 6,989 | (2,571) | 8,763 | 8,584 | 13,181 |
| Other[2] | (20) | (137) | (46) | 406 | (28) | (58) | 332 |
| **Ending Balance** | **$87,984** | **$96,703** | **$103,501** | **$99,224** | **$106,784** | **$87,984** | **$106,784** |

$ in millions

[1] Includes strategies designed to give targeted investment exposure to specific longer term trends and themes or specific industries

[2] Represents open-end and closed-end fund distributions net of reinvestments, the net change in assets from cash management strategies, and the impact of non-sales related activities such as asset acquisitions/(dispositions), seed capital investments/(withdrawals), current income or capital returned by structured products and the use of leverage

# ASSET FLOWS
*BY ASSET CLASS (CONTINUED)*

| | 9/30/2023 | 12/31/2023 | 3/31/2024 | 6/30/2024 | 9/30/2024 | YTD:23 | YTD:24 |
|---|---|---|---|---|---|---|---|
| **Leveraged Finance** | | | | | | | |
| Beginning balance | $9,247 | $9,306 | $9,083 | $8,941 | $8,790 | $10,196 | $9,083 |
| Inflows | 544 | 345 | 366 | 364 | 530 | 1,060 | 1,260 |
| Outflows | (366) | (571) | (505) | (410) | (363) | (1,889) | (1,278) |
| Net Flows | 178 | (226) | (139) | (46) | 167 | (829) | (18) |
| Market performance | 132 | 314 | 135 | 86 | 222 | 569 | 443 |
| Other[1] | (251) | (311) | (138) | (191) | (189) | (630) | (518) |
| **Ending Balance** | **$9,306** | **$9,083** | **$8,941** | **$8,790** | **$8,990** | **$9,306** | **$8,990** |
| | | | | | | | |
| **Multi-Sector** | | | | | | | |
| Beginning balance | $9,231 | $9,065 | $9,121 | $9,306 | $9,438 | $9,697 | $9,121 |
| Inflows | 438 | 481 | 515 | 444 | 673 | 1,629 | 1,632 |
| Outflows | (504) | (904) | (394) | (368) | (365) | (1,727) | (1,127) |
| Net Flows | (66) | (423) | 121 | 76 | 308 | (98) | 505 |
| Market performance | (52) | 601 | 97 | 86 | 490 | 335 | 673 |
| Other[1] | (48) | (122) | (33) | (30) | (32) | (869) | (95) |
| **Ending Balance** | **$9,065** | **$9,121** | **$9,306** | **$9,438** | **$10,204** | **$9,065** | **$10,204** |
| | | | | | | | |
| **Emerging Markets Debt** | | | | | | | |
| Beginning balance | $6,698 | $6,300 | $5,552 | $5,432 | $5,326 | $6,648 | $5,552 |
| Inflows | 63 | 25 | 145 | 20 | 37 | 670 | 202 |
| Outflows | (294) | (1,313) | (310) | (117) | (114) | (1,119) | (541) |
| Net Flows | (231) | (1,288) | (165) | (97) | (77) | (449) | (339) |
| Market performance | (169) | 551 | 22 | 1 | 368 | 119 | 391 |
| Other[1] | 2 | (11) | 23 | (10) | 1 | (18) | 14 |
| **Ending Balance** | **$6,300** | **$5,552** | **$5,432** | **$5,326** | **$5,618** | **$6,300** | **$5,618** |

$ in millions

[1] Represents open-end and closed-end fund distributions net of reinvestments, the net change in assets from cash management strategies, and the impact of non-sales related activities such as asset acquisitions/(dispositions), seed capital investments/(withdrawals), current income or capital returned by structured products and the use of leverage

# ASSET FLOWS
*BY ASSET CLASS (CONTINUED)*

| | 9/30/2023 | 12/31/2023 | 3/31/2024 | 6/30/2024 | 9/30/2024 | YTD:23 | YTD:24 |
|---|---|---|---|---|---|---|---|
| **Investment Grade** | | | | | | | |
| Beginning balance | $9,827 | $9,440 | $10,128 | $9,969 | $10,030 | $7,029 | $10,128 |
| Inflows | 191 | 194 | 179 | 119 | 302 | 2,708 | 600 |
| Outflows | (229) | (232) | (258) | (155) | (239) | (784) | (652) |
| Net Flows | (38) | (38) | (79) | (36) | 63 | 1,924 | (52) |
| Market performance | (342) | 642 | (100) | (32) | 523 | (246) | 391 |
| Other[1] | (7) | 84 | 20 | 129 | — | 733 | 149 |
| **Ending Balance** | **$9,440** | **$10,128** | **$9,969** | **$10,030** | **$10,616** | **$9,440** | **$10,616** |
| | | | | | | | |
| **Hybrid** | | | | | | | |
| Beginning balance | $3,358 | $3,241 | $3,308 | $3,389 | $3,386 | $3,333 | $3,308 |
| Inflows | 113 | 119 | 206 | 113 | 279 | 376 | 598 |
| Outflows | (106) | (196) | (113) | (109) | (94) | (366) | (316) |
| Net Flows | 7 | (77) | 93 | 4 | 185 | 10 | 282 |
| Market performance | (89) | 203 | 79 | 36 | 227 | 125 | 342 |
| Other[1] | (35) | (59) | (91) | (43) | (212) | (227) | (346) |
| **Ending Balance** | **$3,241** | **$3,308** | **$3,389** | **$3,386** | **$3,586** | **$3,241** | **$3,586** |
| | | | | | | | |
| **Total Fixed Income** | | | | | | | |
| Beginning balance | $38,361 | $37,352 | $37,192 | $37,037 | $36,970 | $36,903 | $37,192 |
| Inflows | 1,349 | 1,164 | 1,411 | 1,060 | 1,821 | 6,443 | 4,292 |
| Outflows | (1,499) | (3,216) | (1,580) | (1,159) | (1,175) | (5,885) | (3,914) |
| Net Flows | (150) | (2,052) | (169) | (99) | 646 | 558 | 378 |
| Market performance | (520) | 2,311 | 233 | 177 | 1,830 | 902 | 2,240 |
| Other[1] | (339) | (419) | (219) | (145) | (432) | (1,011) | (796) |
| **Ending Balance** | **$37,352** | **$37,192** | **$37,037** | **$36,970** | **$39,014** | **$37,352** | **$39,014** |

$ in millions

[1] Represents open-end and closed-end fund distributions net of reinvestments, the net change in assets from cash management strategies, and the impact of non-sales related activities such as asset acquisitions/(dispositions), seed capital investments/(withdrawals), current income or capital returned by structured products and the use of leverage

# ASSET FLOWS
*BY ASSET CLASS (CONTINUED)*

| | 9/30/2023 | 12/31/2023 | 3/31/2024 | 6/30/2024 | 9/30/2024 | YTD:23 | YTD:24 |
|---|---|---|---|---|---|---|---|
| **Multi-Asset**[1] | | | | | | | |
| Beginning balance | $20,914 | $19,937 | $21,411 | $21,975 | $21,060 | $19,937 | $21,411 |
| Inflows | 319 | 431 | 335 | 393 | 391 | 1,100 | 1,119 |
| Outflows | (412) | (613) | (455) | (544) | (1,121) | (1,335) | (2,120) |
| Net Flows | (93) | (182) | (120) | (151) | (730) | (235) | (1,001) |
| Market performance | (704) | 1,823 | 842 | (14) | 1,480 | 665 | 2,308 |
| Other[2] | (180) | (167) | (158) | (750) | (191) | (430) | (1,099) |
| **Ending Balance** | **$19,937** | **$21,411** | **$21,975** | **$21,060** | **$21,619** | **$19,937** | **$21,619** |
| | | | | | | | |
| **Alternatives**[3] | | | | | | | |
| Beginning balance | $17,830 | $17,266 | $16,953 | $16,798 | $16,331 | $10,642 | $16,953 |
| Inflows | 860 | 897 | 791 | 629 | 682 | 2,158 | 2,102 |
| Outflows | (1,161) | (1,337) | (1,595) | (892) | (1,147) | (3,465) | (3,634) |
| Net Flows | (301) | (440) | (804) | (263) | (465) | (1,307) | (1,532) |
| Market performance | (148) | 206 | 672 | (169) | 479 | 358 | 982 |
| Other[2] | (115) | (79) | (23) | (35) | (20) | 7,573 | (78) |
| **Ending Balance** | **$17,266** | **$16,953** | **$16,798** | **$16,331** | **$16,325** | **$17,266** | **$16,325** |

$ in millions

[1] Consists of multi-asset offerings not included in equity, fixed income, and alternatives

[2] Represents open-end and closed-end fund distributions net of reinvestments, the net change in assets from cash management strategies, and the impact of non-sales related activities such as asset acquisitions/(dispositions), seed capital investments/(withdrawals), current income or capital returned by structured products and the use of leverage

[3] Consists of managed futures, event-driven, real estate securities, infrastructure, long/short, and other strategies

# INVESTMENT MANAGEMENT FEES

*AVERAGE ASSETS[1] BY PRODUCT*

| | Q3:23 | Q4:23 | Q1:24 | Q2:24 | Q3:24 | YTD:23 | YTD:24 |
|---|---|---|---|---|---|---|---|
| U.S. Retail Funds | $50,000 | $47,602 | $49,586 | $49,104 | $48,446 | $49,598 | $49,045 |
| Global Funds | 4,261 | 4,262 | 4,623 | 4,717 | 5,110 | 3,804 | 4,817 |
| Exchange Traded Funds | 1,382 | 1,431 | 1,718 | 1,991 | 2,303 | 1,325 | 2,004 |
| Variable Insurance Funds | 868 | 837 | 901 | 880 | 872 | 864 | 884 |
| Total – Open-End Funds | $56,511 | $54,132 | $56,828 | $56,692 | $56,731 | $55,591 | $56,750 |
| Closed-End Funds | $10,001 | $9,591 | $9,862 | $9,894 | $10,159 | $10,216 | $9,972 |
| Intermediary Sold Managed Accounts | $31,878 | $31,708 | $35,438 | $38,610 | $37,537 | $30,571 | $37,195 |
| Wealth Management | 7,114 | 6,957 | 7,764 | 8,206 | 8,135 | 6,676 | 8,035 |
| Total – Retail Separate Accounts | $38,992 | $38,665 | $43,202 | $46,816 | $45,672 | $37,247 | $45,230 |
| Institutional Separate Accounts | $58,958 | $56,877 | $60,112 | $58,467 | $60,212 | $54,470 | $59,597 |
| Structured Products | 3,410 | 3,442 | 3,354 | 3,306 | 3,216 | 3,550 | 3,292 |
| Total – Institutional Accounts | $62,368 | $60,319 | $63,466 | $61,773 | $63,428 | $58,020 | $62,889 |
| **Total** | **$167,872** | **$162,707** | **$173,358** | **$175,175** | **$175,990** | **$161,074** | **$174,841** |

$ in millions

[1] Averages are calculated as follows: Funds – average daily or weekly balances; Retail Separate Accounts – prior quarter ending balance; Institutional Accounts – average of month-end balances in quarter

# INVESTMENT MANAGEMENT FEES

*AVERAGE MANAGEMENT FEES EARNED[1] BY PRODUCT (IN BASIS POINTS)*

VIRTUS INVESTMENT PARTNERS

| | Q3:23 | Q4:23 | Q1:24 | Q2:24 | Q3:24 | YTD:23 | YTD:24 |
|---|---|---|---|---|---|---|---|
| U.S. Retail Funds | 53.2 | 52.9 | 52.7 | 53.0 | 53.0 | 51.4 | 52.9 |
| Global Funds | 40.8 | 30.5 | 34.6 | 45.2 | 35.7 | 36.5 | 38.4 |
| Exchange Traded Funds | 10.1 | 4.3 | 11.8 | 11.3 | 12.5 | 9.4 | 11.9 |
| Variable Insurance Funds | 50.1 | 48.2 | 49.2 | 50.3 | 48.8 | 50.6 | 49.4 |
| Total – Open-End Funds | 51.1 | 49.7 | 49.9 | 50.9 | 49.7 | 49.4 | 50.2 |
| Closed-End Funds | 58.2 | 58.4 | 58.7 | 58.6 | 58.5 | 57.6 | 58.6 |
| Intermediary Sold Managed Accounts | 36.4 | 36.4 | 37.0 | 36.3 | 37.1 | 36.8 | 36.8 |
| Wealth Management | 74.0 | 75.0 | 75.5 | 75.9 | 74.5 | 76.4 | 75.4 |
| Total – Retail Separate Accounts | 43.3 | 43.3 | 43.9 | 43.3 | 43.7 | 43.9 | 43.6 |
| Institutional Separate Accounts[2] | 29.9 | 33.0 | 30.3 | 30.5 | 30.6 | 30.8 | 30.4 |
| Structured Products | 37.8 | 37.1 | 40.6 | 34.8 | 39.7 | 37.7 | 38.3 |
| Total – Institutional Accounts[3] | 30.3 | 33.2 | 30.8 | 30.7 | 31.0 | 31.2 | 30.9 |
| **Total[4]** | **42.0** | **42.6** | **41.9** | **42.2** | **41.9** | **42.1** | **42.0** |

$ in millions

[1] Represents investment management fees, as adjusted divided by average assets. Investment management fees, as adjusted exclude the impact of consolidated investment products and are reduced by revenue related adjustments that are based on specific agreements and reflect the portion of investment management fees passed-through to third-party client intermediaries for services to investors in sponsored investment products.

[2] Includes incentive fees for the three months ended 09/30/23, 12/31/23, 03/31/24, 06/30/24, and 09/30/24 that increased the fee rate by 0.4, 2.2, 0.2, 0.3 and 0.4 bps, respectively

[3] Includes incentive fees for the three months ended 09/30/23, 12/31/23, 03/31/24, 06/30/24, and 09/30/24 that increased the fee rate by 0.4, 2.2, 0.3, 0.3 and 0.4 bps, respectively

[4] Includes incentive fees for the three months ended 09/30/23, 12/31/23, 03/31/24, 06/30/24, and 09/30/24 that increased the fee rate by 0.1, 0.8, 0.1, 0.1 and 0.1 bps, respectively

# RECONCILIATION: U.S. GAAP TO NON-GAAP

*Q3 2024 (UNAUDITED)*

| | | Reclassification | Other adjustments | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | U.S. GAAP Basis | Consolidated investment products | Revenue related | Amortization of intangible assets | Seed capital and CLO investments | Deferred compensation and related investments | Acquisition and integration | Other | Non-GAAP Basis |
| **Revenues** | | | | | | | | | |
| Investment management fees | 193,843 | 2,250 | (10,606) | — | — | — | — | — | 185,487 |
| Distribution and service fees | 13,567 | 2 | (13,569) | — | — | — | — | — | — |
| Administration and shareholder service fees | 18,560 | 19 | — | — | — | — | — | — | 18,579 |
| Other income and fees | 1,059 | — | — | — | — | — | — | — | 1,059 |
| Total revenues | 227,029 | 2,271 | (24,175) | — | — | — | — | — | 205,125 |
| **Operating Expenses** | | | | | | | | | |
| Employment expenses | 105,555 | — | — | — | — | (937) | (956) | (1,144) | 102,518 |
| Distribution and other asset-based expenses | 24,175 | — | (24,175) | — | — | — | — | — | — |
| Other operating expenses | 30,363 | — | — | — | — | — | — | (554) | 29,809 |
| Operating expenses of CIP | 465 | (465) | — | — | — | — | — | — | — |
| Change in fair value of contingent consideration | (4,000) | — | — | — | — | — | 4,000 | — | — |
| Depreciation expense | 2,330 | — | — | — | — | — | — | — | 2,330 |
| Amortization expense | 12,883 | — | — | (12,883) | — | — | — | — | — |
| Total operating expenses | 171,771 | (465) | (24,175) | (12,883) | — | (937) | 3,044 | (1,698) | 134,657 |
| **Operating Income (Loss)** | 55,258 | 2,736 | — | 12,883 | — | 937 | (3,044) | 1,698 | 70,468 |
| **Other Income (Expense)** | | | | | | | | | |
| Realized and unrealized gain (loss) on investments, net | 4,552 | 601 | — | — | (3,074) | (1,423) | — | — | 656 |
| Realized and unrealized gain (loss) of CIP, net | (5,128) | 5,128 | — | — | — | — | — | — | — |
| Other income (expense), net | 548 | — | — | — | — | — | — | — | 548 |
| Total other income (expense), net | (28) | 5,729 | — | — | (3,074) | (1,423) | — | — | 1,204 |
| **Interest Income (Expense)** | | | | | | | | | |
| Interest expense | (5,807) | — | — | — | — | — | — | — | (5,807) |
| Interest and dividend income | 2,913 | 1,849 | — | — | — | (26) | — | — | 4,736 |
| Interest and dividend income of CIP | 50,628 | (50,628) | — | — | — | — | — | — | — |
| Interest expense of CIP | (38,063) | 38,063 | — | — | — | — | — | — | — |
| Total interest income (expense), net | 9,671 | (10,716) | — | — | — | (26) | — | — | (1,071) |
| **Income (Loss) Before Income Taxes** | 64,901 | (2,251) | — | 12,883 | (3,074) | (512) | (3,044) | 1,698 | 70,601 |
| Income tax expense (benefit) | 15,797 | — | — | 3,434 | 668 | (136) | (811) | (135) | 18,817 |
| **Net Income (Loss)** | 49,104 | (2,251) | — | 9,449 | (3,742) | (376) | (2,233) | 1,833 | 51,784 |
| Noncontrolling interests | (8,124) | 2,251 | — | (30) | — | — | — | 3,762 | (2,141) |
| **Net Income (Loss) Attributable to Virtus Investment Partners, Inc.** | 40,980 | — | — | 9,419 | (3,742) | (376) | (2,233) | 5,595 | 49,643 |
| Earnings (Loss) Per Share - Diluted | 5.71 | | | | | | | | 6.92 |
| Weighted Average Shares Outstanding - Diluted | 7,176 | | | | | | | | 7,176 |

$ and share counts in thousands, except per share data; See notes to reconciliations that follow

# RECONCILIATION: U.S. GAAP TO NON-GAAP

*Q2 2024 (UNAUDITED)*

| | | Reclassification | Other adjustments | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | U.S. GAAP Basis | Consolidated investment products | Revenue related | Amortization of intangible assets | Restructuring expense | Seed capital and CLO investments | Deferred compensation and related investments | Acquisition and integration | Other | Non-GAAP Basis |
| **Revenues** | | | | | | | | | | |
| Investment management fees | 191,652 | 2,300 | (10,282) | — | — | — | — | — | — | 183,670 |
| Distribution and service fees | 13,410 | 3 | (13,413) | — | — | — | — | — | — | — |
| Administration and shareholder service fees | 18,308 | 23 | — | — | — | — | — | — | — | 18,331 |
| Other income and fees | 1,014 | — | — | — | — | — | — | — | — | 1,014 |
| Total revenues | 224,384 | 2,326 | (23,695) | — | — | — | — | — | — | 203,015 |
| **Operating Expenses** | | | | | | | | | | |
| Employment expenses | 105,667 | — | — | — | — | — | 36 | (1,099) | (1,134) | 103,470 |
| Distribution and other asset-based expenses | 23,695 | — | (23,695) | — | — | — | — | — | — | — |
| Other operating expenses | 33,050 | — | — | — | — | — | — | — | (1,773) | 31,277 |
| Operating expenses of CIP | 2,909 | (2,909) | — | — | — | — | — | — | — | — |
| Restructuring expense | 690 | — | — | — | (690) | — | — | — | — | — |
| Change in fair value of contingent consideration | (3,300) | — | — | — | — | — | — | 3,300 | — | — |
| Depreciation expense | 2,270 | — | — | — | — | — | — | — | — | 2,270 |
| Amortization expense | 15,198 | — | — | (15,198) | — | — | — | — | — | — |
| Total operating expenses | 180,179 | (2,909) | (23,695) | (15,198) | (690) | — | 36 | 2,201 | (2,907) | 137,017 |
| **Operating Income (Loss)** | 44,205 | 5,235 | — | 15,198 | 690 | — | (36) | (2,201) | 2,907 | 65,998 |
| **Other Income (Expense)** | | | | | | | | | | |
| Realized and unrealized gain (loss) on investments, net | (1,553) | (11,444) | — | — | — | 12,175 | 611 | — | — | (211) |
| Realized and unrealized gain (loss) of CIP, net | (12,936) | 12,936 | — | — | — | — | — | — | — | — |
| Other income (expense), net | 597 | — | — | — | — | — | — | — | — | 597 |
| Total other income (expense), net | (13,892) | 1,492 | — | — | — | 12,175 | 611 | — | — | 386 |
| **Interest Income (Expense)** | | | | | | | | | | |
| Interest expense | (5,611) | — | — | — | — | — | — | — | — | (5,611) |
| Interest and dividend income | 2,643 | 3,966 | — | — | — | — | (30) | — | — | 6,579 |
| Interest and dividend income of CIP | 52,385 | (52,385) | — | — | — | — | — | — | — | — |
| Interest expense of CIP | (41,960) | 41,960 | — | — | — | — | — | — | — | — |
| Total interest income (expense), net | 7,457 | (6,459) | — | — | — | — | (30) | — | — | 968 |
| **Income (Loss) Before Income Taxes** | 37,770 | 268 | — | 15,198 | 690 | 12,175 | 545 | (2,201) | 2,907 | 67,352 |
| Income tax expense (benefit) | 11,748 | — | — | 3,973 | 180 | 725 | 142 | (575) | 1,415 | 17,608 |
| **Net Income (Loss)** | 26,022 | 268 | — | 11,225 | 510 | 11,450 | 403 | (1,626) | 1,492 | 49,744 |
| Noncontrolling interests | (8,408) | (268) | — | (487) | — | — | — | — | 6,672 | (2,491) |
| **Net Income (Loss) Attributable to Virtus Investment Partners, Inc.** | 17,614 | — | — | 10,738 | 510 | 11,450 | 403 | (1,626) | 8,164 | 47,253 |
| Earnings (Loss) Per Share - Diluted | 2.43 | | | | | | | | | 6.53 |
| Weighted Average Shares Outstanding - Diluted | 7,242 | | | | | | | | | 7,242 |

$ and share counts in thousands, except per share data; See notes to reconciliations that follow

# RECONCILIATION: U.S. GAAP TO NON-GAAP

*Q1 2024 (UNAUDITED)*

| | | Reclassification | Other adjustments | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | U.S. GAAP Basis | Consolidated investment products | Revenue related | Amortization of intangible assets | Restructuring expense | Seed capital and CLO investments | Deferred compensation and related investments | Acquisition and integration | Other | Non-GAAP Basis |
| **Revenues** | | | | | | | | | | |
| Investment management fees | 188,360 | 2,503 | (10,316) | — | — | — | — | — | — | 180,547 |
| Distribution and service fees | 14,030 | 2 | (14,032) | — | — | — | — | — | — | — |
| Administration and shareholder service fees | 18,678 | 39 | — | — | — | — | — | — | — | 18,717 |
| Other income and fees | 974 | — | — | — | — | — | — | — | — | 974 |
| Total revenues | 222,042 | 2,544 | (24,348) | — | — | — | — | — | — | 200,238 |
| **Operating Expenses** | | | | | | | | | | |
| Employment expenses | 115,163 | — | — | — | — | — | (1,249) | (1,042) | (1,262) | 111,610 |
| Distribution and other asset-based expenses | 24,348 | — | (24,348) | — | — | — | — | — | — | — |
| Other operating expenses | 31,375 | — | — | — | — | — | — | — | (1,182) | 30,193 |
| Operating expenses of CIP | 690 | (690) | — | — | — | — | — | — | — | — |
| Restructuring expense | 797 | — | — | — | (797) | — | — | — | — | — |
| Depreciation expense | 2,028 | — | — | — | — | — | — | — | — | 2,028 |
| Amortization expense | 15,335 | — | — | (15,335) | — | — | — | — | — | — |
| Total operating expenses | 189,736 | (690) | (24,348) | (15,335) | (797) | — | (1,249) | (1,042) | (2,444) | 143,831 |
| **Operating Income (Loss)** | 32,306 | 3,234 | — | 15,335 | 797 | — | 1,249 | 1,042 | 2,444 | 56,407 |
| **Other Income (Expense)** | | | | | | | | | | |
| Realized and unrealized gain (loss) on investments, net | 3,416 | 5,662 | — | — | — | (7,333) | (1,623) | — | — | 122 |
| Realized and unrealized gain (loss) of CIP, net | 1,535 | (1,535) | — | — | — | — | — | — | — | — |
| Other income (expense), net | 550 | — | — | — | — | — | — | — | — | 550 |
| Total other income (expense), net | 5,501 | 4,127 | — | — | — | (7,333) | (1,623) | — | — | 672 |
| **Interest Income (Expense)** | | | | | | | | | | |
| Interest expense | (5,681) | — | — | — | — | — | — | — | — | (5,681) |
| Interest and dividend income | 3,469 | 1,923 | — | — | — | — | (26) | — | — | 5,366 |
| Interest and dividend income of CIP | 51,115 | (51,115) | — | — | — | — | — | — | — | — |
| Interest expense of CIP | (40,012) | 40,012 | — | — | — | — | — | — | — | — |
| Total interest income (expense), net | 8,891 | (9,180) | — | — | — | — | (26) | — | — | (315) |
| **Income (Loss) Before Income Taxes** | 46,698 | (1,819) | — | 15,335 | 797 | (7,333) | (400) | 1,042 | 2,444 | 56,764 |
| Income tax expense (benefit) | 8,831 | — | — | 3,993 | 208 | 529 | (104) | 271 | 1,056 | 14,784 |
| **Net Income (Loss)** | 37,867 | (1,819) | — | 11,342 | 589 | (7,862) | (296) | 771 | 1,388 | 41,980 |
| Noncontrolling interests | (8,009) | 1,819 | — | (479) | — | — | — | — | 4,088 | (2,581) |
| **Net Income (Loss) Attributable to Virtus Investment Partners, Inc.** | 29,858 | — | — | 10,863 | 589 | (7,862) | (296) | 771 | 5,476 | 39,399 |
| Earnings (Loss) Per Share - Diluted | 4.10 | | | | | | | | | 5.41 |
| Weighted Average Shares Outstanding - Diluted | 7,287 | | | | | | | | | 7,287 |

$ and share counts in thousands, except per share data; See notes to reconciliations that follow

# RECONCILIATION: U.S. GAAP TO NON-GAAP

*Q4 2023 (UNAUDITED)*

VIRTUS INVESTMENT PARTNERS

| | | Reclassification | Other adjustments | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | U.S. GAAP Basis | Consolidated investment products | Revenue related | Amortization of intangible assets | Restructuring expense | Seed capital and CLO investments | Deferred compensation and related investments | Acquisition and integration | Other | Non-GAAP Basis |
| **Revenues** | | | | | | | | | | |
| Investment management fees | 182,149 | 2,232 | (9,933) | — | — | — | — | — | — | 174,448 |
| Distribution and service fees | 13,535 | 2 | (13,537) | — | — | — | — | — | — | — |
| Administration and shareholder service fees | 18,189 | 24 | — | — | — | — | — | — | — | 18,213 |
| Other income and fees | 714 | — | — | — | — | — | — | — | — | 714 |
| Total revenues | 214,587 | 2,258 | (23,470) | — | — | — | — | — | — | 193,375 |
| **Operating Expenses** | | | | | | | | | | |
| Employment expenses | 99,847 | — | — | — | — | — | (925) | (1,760) | (472) | 96,690 |
| Distribution and other asset-based expenses | 23,470 | — | (23,470) | — | — | — | — | — | — | — |
| Other operating expenses | 31,164 | — | — | — | — | — | — | — | — | 31,164 |
| Operating expenses of CIP | 2,611 | (2,611) | — | — | — | — | — | — | — | — |
| Restructuring expense | 133 | — | — | — | (133) | — | — | — | — | — |
| Change in fair value of contingent consideration | 1,290 | — | — | — | — | — | — | (1,290) | — | — |
| Depreciation expense | 1,670 | — | — | — | — | — | — | — | — | 1,670 |
| Amortization expense | 15,446 | — | — | (15,446) | — | — | — | — | — | — |
| Total operating expenses | 175,631 | (2,611) | (23,470) | (15,446) | (133) | — | (925) | (3,050) | (472) | 129,524 |
| **Operating Income (Loss)** | 38,956 | 4,869 | — | 15,446 | 133 | — | 925 | 3,050 | 472 | 63,851 |
| **Other Income (Expense)** | | | | | | | | | | |
| Realized and unrealized gain (loss) on investments, net | 4,056 | 2,130 | — | — | — | (5,078) | (1,397) | — | — | (289) |
| Realized and unrealized gain (loss) of CIP, net | 449 | (449) | — | — | — | — | — | — | — | — |
| Other income (expense), net | 622 | — | — | — | — | — | — | — | — | 622 |
| Total other income (expense), net | 5,127 | 1,681 | — | — | — | (5,078) | (1,397) | — | — | 333 |
| **Interest Income (Expense)** | | | | | | | | | | |
| Interest expense | (5,987) | — | — | — | — | — | — | — | — | (5,987) |
| Interest and dividend income | 3,673 | 2,158 | — | — | — | — | (311) | — | — | 5,520 |
| Interest and dividend income of CIP | 53,206 | (53,206) | — | — | — | — | — | — | — | — |
| Interest expense of CIP | (43,182) | 43,182 | — | — | — | — | — | — | — | — |
| Total interest income (expense), net | 7,710 | (7,866) | — | — | — | — | (311) | — | — | (467) |
| **Income (Loss) Before Income Taxes** | 51,793 | (1,316) | — | 15,446 | 133 | (5,078) | (783) | 3,050 | 472 | 63,717 |
| Income tax expense (benefit) | 13,294 | — | — | 4,202 | 36 | (801) | (213) | 830 | (11) | 17,337 |
| **Net Income (Loss)** | 38,499 | (1,316) | — | 11,244 | 97 | (4,277) | (570) | 2,220 | 483 | 46,380 |
| Noncontrolling interests | (7,665) | 1,316 | — | (480) | — | — | — | — | 5,206 | (1,623) |
| **Net Income (Loss) Attributable to Virtus Investment Partners, Inc.** | 30,834 | — | — | 10,764 | 97 | (4,277) | (570) | 2,220 | 5,689 | 44,757 |
| Earnings (Loss) Per Share - Diluted | 4.21 | | | | | | | | | 6.11 |
| Weighted Average Shares Outstanding - Diluted | 7,320 | | | | | | | | | 7,320 |

$ and share counts in thousands, except per share data; See notes to reconciliations that follow

# RECONCILIATION: U.S. GAAP TO NON-GAAP

*Q3 2023 (UNAUDITED)*

VIRTUS INVESTMENT PARTNERS

| | | Reclassification | Other adjustments | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | U.S. GAAP Basis | Consolidated investment products | Revenue related | Amortization of intangible assets | Restructuring expense | Seed capital and CLO investments | Deferred compensation and related investments | Acquisition and integration | Other | Non-GAAP Basis |
| **Revenues** | | | | | | | | | | |
| Investment management fees | 184,869 | 2,341 | (9,823) | — | — | — | — | — | — | 177,387 |
| Distribution and service fees | 14,333 | 1 | (14,334) | — | — | — | — | — | — | — |
| Administration and shareholder service fees | 19,069 | (5) | — | — | — | — | — | — | — | 19,064 |
| Other income and fees | 1,000 | — | — | — | — | — | — | — | — | 1,000 |
| Total revenues | 219,271 | 2,337 | (24,157) | — | — | — | — | — | — | 197,451 |
| **Operating Expenses** | | | | | | | | | | |
| Employment expenses | 101,587 | — | — | — | — | — | 278 | (2,642) | (379) | 98,844 |
| Distribution and other asset-based expenses | 24,157 | — | (24,157) | — | — | — | — | — | — | — |
| Other operating expenses | 30,494 | — | — | — | — | — | — | (371) | — | 30,123 |
| Operating expenses of CIP | 553 | (553) | — | — | — | — | — | — | — | — |
| Restructuring expense | 691 | — | — | — | (691) | — | — | — | — | — |
| Depreciation expense | 1,504 | — | — | — | — | — | — | — | — | 1,504 |
| Amortization expense | 15,382 | — | — | (15,382) | — | — | — | — | — | — |
| Total operating expenses | 174,368 | (553) | (24,157) | (15,382) | (691) | — | 278 | (3,013) | (379) | 130,471 |
| **Operating Income (Loss)** | 44,903 | 2,890 | — | 15,382 | 691 | — | (278) | 3,013 | 379 | 66,980 |
| **Other Income (Expense)** | | | | | | | | | | |
| Realized and unrealized gain (loss) on investments, net | (1,918) | 4,249 | — | — | — | (3,146) | 518 | — | — | (297) |
| Realized and unrealized gain (loss) of CIP, net | (1,013) | 1,013 | — | — | — | — | — | — | — | — |
| Other income (expense), net | 128 | — | — | — | — | — | — | — | — | 128 |
| Total other income (expense), net | (2,803) | 5,262 | — | — | — | (3,146) | 518 | — | — | (169) |
| **Interest Income (Expense)** | | | | | | | | | | |
| Interest expense | (6,222) | — | — | — | — | — | — | — | — | (6,222) |
| Interest and dividend income | 2,872 | 3,004 | — | — | — | — | (28) | — | — | 5,848 |
| Interest and dividend income of CIP | 49,803 | (49,803) | — | — | — | — | — | — | — | — |
| Interest expense of CIP | (38,218) | 38,218 | — | — | — | — | — | — | — | — |
| Total interest income (expense), net | 8,235 | (8,581) | — | — | — | — | (28) | — | — | (374) |
| **Income (Loss) Before Income Taxes** | 50,335 | (429) | — | 15,382 | 691 | (3,146) | 212 | 3,013 | 379 | 66,437 |
| Income tax expense (benefit) | 12,181 | — | — | 4,209 | 189 | 441 | 58 | 824 | 276 | 18,178 |
| **Net Income (Loss)** | 38,154 | (429) | — | 11,173 | 502 | (3,587) | 154 | 2,189 | 103 | 48,259 |
| Noncontrolling interests | (7,248) | 429 | — | (570) | — | — | — | — | 4,953 | (2,436) |
| **Net Income (Loss) Attributable to Virtus Investment Partners, Inc.** | 30,906 | — | — | 10,603 | 502 | (3,587) | 154 | 2,189 | 5,056 | 45,823 |
| Earnings (Loss) Per Share - Diluted | 4.19 | | | | | | | | | 6.21 |
| Weighted Average Shares Outstanding - Diluted | 7,379 | | | | | | | | | 7,379 |

$ and share counts in thousands, except per share data; See notes to reconciliations that follow

# RECONCILIATION: U.S. GAAP TO NON-GAAP

*YTD 2024 (UNAUDITED)*

| | | Reclassification | Other adjustments | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | U.S. GAAP Basis | Consolidated investment products | Revenue related | Amortization of intangible assets | Restructuring expense | Seed capital and CLO investments | Deferred compensation and related investments | Acquisition and integration | Other | Non-GAAP Basis |
| **Revenues** | | | | | | | | | | |
| Investment management fees | 573,855 | 7,053 | (31,204) | — | — | — | — | — | — | 549,704 |
| Distribution and service fees | 41,007 | 7 | (41,014) | — | — | — | — | — | — | — |
| Administration and shareholder service fees | 55,546 | 81 | — | — | — | — | — | — | — | 55,627 |
| Other income and fees | 3,047 | — | — | — | — | — | — | — | — | 3,047 |
| Total revenues | 673,455 | 7,141 | (72,218) | — | — | — | — | — | — | 608,378 |
| **Operating Expenses** | | | | | | | | | | |
| Employment expenses | 326,385 | — | — | — | — | — | (2,150) | (3,097) | (3,540) | 317,598 |
| Distribution and other asset-based expenses | 72,218 | — | (72,218) | — | — | — | — | — | — | — |
| Other operating expenses | 94,788 | — | — | — | — | — | — | — | (3,509) | 91,279 |
| Operating expenses of CIP | 4,064 | (4,064) | — | — | — | — | — | — | — | — |
| Restructuring expense | 1,487 | — | — | — | (1,487) | — | — | — | — | — |
| Change in fair value of contingent consideration | (7,300) | — | — | — | — | — | — | 7,300 | — | — |
| Depreciation expense | 6,628 | — | — | — | — | — | — | — | — | 6,628 |
| Amortization expense | 43,416 | — | — | (43,416) | — | — | — | — | — | — |
| Total operating expenses | 541,686 | (4,064) | (72,218) | (43,416) | (1,487) | — | (2,150) | 4,203 | (7,049) | 415,505 |
| **Operating Income (Loss)** | 131,769 | 11,205 | — | 43,416 | 1,487 | — | 2,150 | (4,203) | 7,049 | 192,873 |
| **Other Income (Expense)** | | | | | | | | | | |
| Realized and unrealized gain (loss) on investments, net | 6,415 | (5,181) | — | — | — | 1,768 | (2,435) | — | — | 567 |
| Realized and unrealized gain (loss) of CIP, net | (16,529) | 16,529 | — | — | — | — | — | — | — | — |
| Other income (expense), net | 1,695 | — | — | — | — | — | — | — | — | 1,695 |
| Total other income (expense), net | (8,419) | 11,348 | — | — | — | 1,768 | (2,435) | — | — | 2,262 |
| **Interest Income (Expense)** | | | | | | | | | | |
| Interest expense | (17,099) | — | — | — | — | — | — | — | — | (17,099) |
| Interest and dividend income | 9,025 | 7,738 | — | — | — | — | (82) | — | — | 16,681 |
| Interest and dividend income of CIP | 154,128 | (154,128) | — | — | — | — | — | — | — | — |
| Interest expense of CIP | (120,035) | 120,035 | — | — | — | — | — | — | — | — |
| Total interest income (expense), net | 26,019 | (26,355) | — | — | — | — | (82) | — | — | (418) |
| **Income (Loss) Before Income Taxes** | 149,369 | (3,802) | — | 43,416 | 1,487 | 1,768 | (367) | (4,203) | 7,049 | 194,717 |
| Income tax expense (benefit) | 36,376 | — | — | 11,400 | 388 | 1,922 | (98) | (1,115) | 2,336 | 51,209 |
| **Net Income (Loss)** | 112,993 | (3,802) | — | 32,016 | 1,099 | (154) | (269) | (3,088) | 4,713 | 143,508 |
| Noncontrolling interests | (24,541) | 3,802 | — | (996) | — | — | — | — | 14,522 | (7,213) |
| **Net Income (Loss) Attributable to Virtus Investment Partners, Inc.** | 88,452 | — | — | 31,020 | 1,099 | (154) | (269) | (3,088) | 19,235 | 136,295 |
| Earnings (Loss) Per Share - Diluted | 12.23 | | | | | | | | | 18.84 |
| Weighted Average Shares Outstanding - Diluted | 7,234 | | | | | | | | | 7,234 |

$ and share counts in thousands, except per share data; See notes to reconciliations that follow

# RECONCILIATION: U.S. GAAP TO NON-GAAP

*YTD 2023 (UNAUDITED)*

VIRTUS INVESTMENT PARTNERS

| | | Reclassification | Other adjustments | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | U.S. GAAP Basis | Consolidated investment products | Revenue related | Amortization of intangible assets | Restructuring expense | Seed capital and CLO investments | Deferred compensation and related investments | Acquisition and integration | Other | Non-GAAP Basis |
| **Revenues** | | | | | | | | | | |
| Investment management fees | 529,326 | 7,504 | (30,710) | — | — | — | — | — | — | 506,120 |
| Distribution and service fees | 42,618 | 4 | (42,622) | — | — | — | — | — | — | — |
| Administration and shareholder service fees | 55,668 | 58 | — | — | — | — | — | — | — | 55,726 |
| Other income and fees | 3,069 | — | — | — | — | — | — | — | — | 3,069 |
| Total revenues | 630,681 | 7,566 | (73,332) | — | — | — | — | — | — | 564,915 |
| **Operating Expenses** | | | | | | | | | | |
| Employment expenses | 304,895 | — | — | — | — | — | (1,041) | (10,825) | 262 | 293,291 |
| Distribution and other asset-based expenses | 73,332 | — | (73,332) | — | — | — | — | — | — | — |
| Other operating expenses | 94,707 | — | — | — | — | — | — | (3,118) | — | 91,589 |
| Operating expenses of CIP | 1,613 | (1,613) | — | — | — | — | — | — | — | — |
| Restructuring expense | 691 | — | — | — | (691) | — | — | — | — | — |
| Change in fair value of contingent consideration | (6,800) | — | — | — | — | — | — | 6,800 | — | — |
| Depreciation expense | 4,134 | — | — | — | — | — | — | — | — | 4,134 |
| Amortization expense | 45,581 | — | — | (45,581) | — | — | — | — | — | — |
| Total operating expenses | 518,153 | (1,613) | (73,332) | (45,581) | (691) | — | (1,041) | (7,143) | 262 | 389,014 |
| **Operating Income (Loss)** | 112,528 | 9,179 | — | 45,581 | 691 | — | 1,041 | 7,143 | (262) | 175,901 |
| **Other Income (Expense)** | | | | | | | | | | |
| Realized and unrealized gain (loss) on investments, net | 2,469 | 12,998 | — | — | — | (14,343) | (1,701) | — | — | (577) |
| Realized and unrealized gain (loss) of CIP, net | (2,853) | 2,853 | — | — | — | — | — | — | — | — |
| Other income (expense), net | (1,062) | — | — | — | — | — | — | — | — | (1,062) |
| Total other income (expense), net | (1,446) | 15,851 | — | — | — | (14,343) | (1,701) | — | — | (1,639) |
| **Interest Income (Expense)** | | | | | | | | | | |
| Interest expense | (17,444) | — | — | — | — | — | — | — | — | (17,444) |
| Interest and dividend income | 8,785 | 5,760 | — | — | — | — | (68) | — | — | 14,477 |
| Interest and dividend income of CIP | 144,501 | (144,501) | — | — | — | — | — | — | — | — |
| Interest expense of CIP | (112,153) | 112,153 | — | — | — | — | — | — | — | — |
| Total interest income (expense), net | 23,689 | (26,588) | — | — | — | — | (68) | — | — | (2,967) |
| **Income (Loss) Before Income Taxes** | 134,771 | (1,558) | — | 45,581 | 691 | (14,343) | (728) | 7,143 | (262) | 171,295 |
| Income tax expense (benefit) | 31,794 | — | — | 12,568 | 189 | (1,778) | (201) | 1,962 | 2,649 | 47,183 |
| **Net Income (Loss)** | 102,977 | (1,558) | — | 33,013 | 502 | (12,565) | (527) | 5,181 | (2,911) | 124,112 |
| Noncontrolling interests | (3,190) | 1,558 | — | (1,948) | — | — | — | — | (3,522) | (7,102) |
| **Net Income (Loss) Attributable to Virtus Investment Partners, Inc.** | 99,787 | — | — | 31,065 | 502 | (12,565) | (527) | 5,181 | (6,433) | 117,010 |
| Earnings (Loss) Per Share - Diluted | 13.50 | | | | | | | | | 15.83 |
| Weighted Average Shares Outstanding - Diluted | 7,393 | | | | | | | | | 7,393 |

$ and share counts in thousands, except per share data; See notes to reconciliations that follow

# RECONCILIATION: FOOTNOTES

Non-GAAP financial information differs from financial information determined in accordance with U.S. GAAP as a result of the reclassification of certain income statement items, as well as the exclusion of certain expenses and other items that are not reflective of the earnings generated from providing investment management and related services. Non-GAAP financial information has material limitations and should not be viewed in isolation or as a substitute for U.S. GAAP measures. Also, the non-GAAP financial measures referenced in this release may not be comparable to similarly titled measures used by other companies.

Reclassifications:

1. *Consolidated investment products* - Revenues and expenses generated by operating activities of mutual funds and CLOs that are consolidated in the financial statements. Management believes that excluding these operating activities to reflect net revenues and expenses of the company prior to the consolidation of these products is consistent with the approach of reflecting its operating results from managing third-party client assets.

Other Adjustments:

*Revenue related*

2. *Investment management fees/Distribution and service fees* - Each of these revenue line items is reduced to exclude fees passed-through to third-party client intermediaries who own the retail client relationship and are responsible for distributing the product and servicing the client. The amount of fees fluctuate each period, based on a predetermined percentage of the value of assets under management, and vary based on the type of investment product. The specific adjustments are as follows:

   Investment management fees - Based on specific agreements, the portion of investment management fees passed-through to third-party intermediaries for services to investors in sponsored investment products.

   Distribution and service fees - Based on distinct arrangements, fees collected by the Company then passed-through to third-party client intermediaries for services to investors in sponsored investment products. Adjustment represents all of the Company's distribution and service fees which are recorded as a separate line item on the condensed consolidated statements of operations.

   Management believes that making these adjustments aids in comparing the company's operating results with other asset management firms that do not utilize third-party client intermediaries.

*Expense Related:*

3. *Distribution and other asset-based expenses* - Primarily payments to third-party client intermediaries for providing services to investors in sponsored investment products. Management believes that making this adjustment aids in comparing the company's operating results with other asset management firms that do not utilize third-party client intermediaries.
4. *Amortization of intangible assets* - Non-cash amortization expense or impairment expense, if any, attributable to acquisition-related intangible assets, including any portion that is allocated to noncontrolling interests. Management believes that making this adjustment aids in comparing the company's operating results with other asset management firms that have not engaged in acquisitions.
5. *Restructuring expense* - Certain expenses associated with restructuring the business, including lease abandonment-related expenses and severance costs associated with staff reductions, that are not reflective of the ongoing earnings generation of the business. Management believes that making this adjustment aids in comparing the company's operating results with prior periods.
6. *Deferred compensation and related investments* - Compensation expense, gains and losses (realized and unrealized), and interest and dividend income related to market performance of deferred compensation plans and related balance sheet investments. Market performance of deferred compensation plans and related investments can vary significantly from period to period. Management believes that making this adjustment aids in comparing the Company's operating results with prior periods.
7. *Acquisition and integration expenses* - Expenses that are directly related to acquisition and integration activities. Acquisition expenses include certain transaction related employment expenses, transaction closing costs, change in fair value of contingent consideration, certain professional fees, and financing fees. Integration expenses include costs incurred that are directly attributable to combining businesses, including compensation, restructuring and severance charges, professional fees, consulting fees, and other expenses. Management believes that making these adjustments aids in comparing the company's operating results with other asset management firms that have not engaged in acquisitions.
8. *Other* - Certain expenses that are not reflective of the ongoing earnings generation of the business. Employment expenses and noncontrolling interests are adjusted for fair value measurements of affiliate minority interests. Other operating expenses are adjusted for amortization of lease termination fees and transition related expense (benefit). Interest expense is adjusted to remove gains on early extinguishment of debt and the write-off of previously capitalized costs associated with the modification of debt. Income tax expense (benefit) items are adjusted, for uncertain tax positions, changes in tax law, valuation allowances, and other unusual or infrequent items not related to current operating results to reflect a normalized effective rate. Management believes that making these adjustments aids in comparing the company's operating results with prior periods.

*Seed Capital and CLO Related:*

9. *Seed capital and CLO investments (gains) losses* - Gains and losses (realized and unrealized) of seed capital and CLO investments. Gains and losses (realized and unrealized) generated by investments in seed capital and CLO investments can vary significantly from period to period and do not reflect the Company's operating results from providing investment management and related services. Management believes that making this adjustment aids in comparing the Company's operating results with prior periods and with other asset management firms that do not have meaningful seed capital and CLO investments.

# RECONCILIATION: FOOTNOTES

*(UNAUDITED)*

Components of Acquisition and Integration Expenses and Other for the respective periods are shown in the table below:

| | Q3 2023 | Q4 2023 | Q1 2024 | Q2 2024 | Q3 2024 | YTD:23 | YTD:24 |
|---|---|---|---|---|---|---|---|
| **Acquisition and Integration Expenses** | | | | | | | |
| Employment expenses | $2,642 | $1,760 | $1,042 | $1,099 | $956 | $10,825 | $3,097 |
| Other operating expenses | 371 | — | — | — | — | 3,118 | — |
| Change in fair value of contingent consideration | — | 1,290 | — | (3,300) | (4,000) | (6,800) | (7,300) |
| **Total Acquisition and Integration Operating Expenses** | **$3,013** | **$3,050** | **$1,042** | **$(2,201)** | **$(3,044)** | **$7,143** | **$(4,203)** |
| **Other** | | | | | | | |
| Employment expense fair value adjustments | $379 | $472 | $1,262 | $1,134 | $1,144 | ($262) | $3,540 |
| Amortization of lease termination fees | — | — | 1,182 | 1,773 | 1,773 | — | 4,728 |
| Transition related expense (benefit) | — | — | — | — | (1,219) | — | (1,219) |
| Tax impact of adjustments | (104) | (128) | (637) | (760) | (453) | 75 | (1,850) |
| Other discrete tax adjustments | (172) | 139 | (419) | (655) | 588 | (2,724) | (486) |
| Affiliate minority interest fair value adjustments | 4,953 | 5,206 | 4,088 | 6,672 | 3,762 | (3,522) | 14,522 |
| **Total Other** | **$5,056** | **$5,689** | **$5,476** | **$8,164** | **$5,595** | **($6,433)** | **$19,235** |

$ in thousands


VIRTUS
INVESTMENT PARTNERS