



FIRM OVERVIEW

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

- AUM of \$91.6 billion managed in a multi-boutique structure
- Market capitalization of \$1.0 billion¹
- Flexible model with offerings from affiliated managers and select subadvisers

INVESTMENT OFFERINGS

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

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

Product Types

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

DISTRIBUTION

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

OUR VALUE PROPOSITION

Flexible Multi-Boutique Asset Manager

- Flexible partnership approach with alignment of interests
- Preserves affiliate culture, investment process, and brand
- Access to business support services and retail distribution

Diverse, High-Quality Product Offerings

- Well-diversified across asset classes and investment styles
- Differentiated strategies for changing environments and preferences
- Attractive investment offerings with strong performance

Effective Distribution Capabilities

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

Attractive Financial Profile

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

Multiple Opportunities for Growth

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

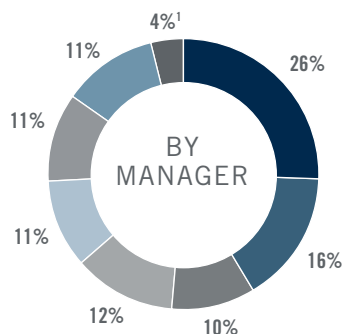
¹Includes common stock and assumed conversion of mandatory convertible preferred stock as of June 30, 2018

OUR AFFILIATES

- We believe investment professionals operating in boutique environments that allow for the appropriate focus and culture generate sustainable, superior returns for their clients.
- Our boutique affiliates maintain autonomy over their investment process, structure, culture, brand identity, and day-to-day activities, with access to best-in-class shared resources.
- We completed a majority investment in Sustainable Growth Advisers (SGA), a manager that specializes in high-conviction U.S. and global growth equity portfolios, on July 1, 2018. Our AUM at June 30, 2018 exclude SGA's \$11.3 billion of assets.

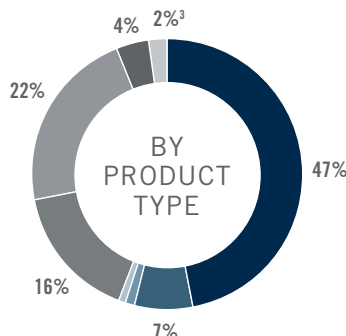


ASSETS UNDER MANAGEMENT (\$91.6 BILLION)



Affiliated Managers

Kayne Anderson Rudnick	\$23.8
Seix (Lev. Fin.)	14.6
Seix (IG)	9.3
Newfleet	11.2
Duff & Phelps	9.8
Ceredex	9.9
Silvant	1.0
Rampart and Other ²	<u>1.5</u>
Total	\$81.1
Subadvisers	
Vontobel	\$9.4
Other Subadvisers	<u>1.1</u>
Total	\$10.5

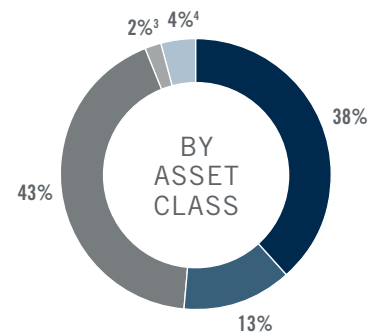


Funds

Open-End Funds	\$43.4
Closed-End Funds	6.3
Variable Insurance Funds	1.0
ETFs	<u>1.0</u>
Total	\$51.7

Separate Accounts

Institutional Accounts	19.7
Retail Separate Accounts	14.7
Structured Products	3.7
Liquidity ³	<u>1.8</u>
Total	\$39.9



Domestic Equity

Small-Cap	\$20.4
Large-Cap	13.1
Mid-Cap	<u>4.5</u>
Total	\$38.0

International Equity

Emerging Market	\$7.9
International	2.7
Global	<u>0.3</u>
Total	\$10.9

Fixed Income & Liquidity

Taxable	\$34.9
Non-Taxable	2.3
Liquidity ³	<u>1.8</u>
Total	\$39.0

Alternative & Other

Alternative	\$3.5
Other ⁴	<u>0.2</u>
Total	\$3.7

\$ billions; totals may not add due to rounding

¹Includes Silvant, Rampart, asset allocation, and other subadvised strategies

²Primarily includes assets managed by investment professionals from Rampart

³Liquidity category includes ultra short bond strategies

⁴Option strategies