

PHOENIX AMERICAN FINANCIAL SERVICES ANNOUNCES NEW CLIENT, VIRTUS REAL ESTATE CAPITAL

SAN RAFAEL, CA – Phoenix American Financial Services (“the Company”) is pleased to announce its new fund services contract with Virtus Real Estate Capital (“Virtus”). The Company will support Virtus with transfer agent and investor services. Virtus will benefit from Phoenix American’s combination of advanced technology, commitment to customer service and long experience with the unique operational requirements of real estate funds.

Based in Austin, TX, Virtus is a real estate investment fund manager focused exclusively on niche property types including senior living, medical office, student housing, workforce housing, self-storage, and education assets. With over \$3.2 billion dollars of combined acquisition value, Virtus is one of the most experienced investors in its sector, having launched 40 investment vehicles consisting of over 193 assets. Virtus concentrates on property types whose demand is driven by persistent demographic trends and inuring social need, providing downside mitigation of risk throughout economic cycles.

“We are very excited to have Virtus coming on board,” said Andrew Constantin, Senior Vice President, Operations at Phoenix American. “Virtus is part of a trend in alternatives where firms are seeking back office efficiency and cutting edge systems. Investors, financial advisors, and government regulators are expecting cost savings and flexibility more than ever from fund companies. Virtus is a smart and successful investment company that is partnering with a best in class firm in Phoenix American.”

With the growing sophistication of alternative real estate funds and the increased regulatory compliance they require, advanced and integrated operational solutions are critical to the success of today’s fund companies. Phoenix American has been developing and refining the most efficient systems and back office processes in alternative investments since its time as a sponsor of equipment leasing funds beginning in 1972. The Company’s STAR-XMS transfer agents system, the most advanced in alternative investments, is the result of the Company’s direct experience as a fund sponsor as well as decades of experience as a back office provider to every kind of alternative fund.

“In today’s ultra-competitive and ever changing landscape, we are keenly aware of how important it is to provide superior service to our clients,” said Will Strong, COO/CFO at Virtus. “Adding Phoenix American to our team of vendors will provide us with the robust platform and institutional knowledge it takes to deliver a better product and experience.”

Phoenix American Financial Services, Inc. provides back office outsourcing, fund accounting and transfer agent services as well as sales and marketing reporting services to fund companies in the alternative investment industry. The Phoenix American aircraft group, including its Irish subsidiary, PAFS Ireland Limited, provides managing agent services for asset backed securitizations specializing in the commercial aircraft and engine leasing industry. The Company is an affiliate of Phoenix American Incorporated along with Phoenix American SalesFocus Solutions, providers of the cloud-based MARS CRM, Sales and Marketing Reporting and 22c-2 Compliance Management solutions for banks, insurance companies, asset management firms and other financial service organizations. Phoenix American Incorporated has five offices worldwide. The Company was founded in 1972 and is headquartered in San Rafael, CA.



PHOENIX AMERICAN
FINANCIAL SERVICES, INC.



GLOBAL HEADQUARTERS

2401 Kerner Blvd., San Rafael, CA 94901 USA

www.pafsi.com

MICHAEL HAWN
415-223-1720