



## Customer Relationship Summary

### SoFi Securities LLC

Effective June 30, 2023

#### Introduction

SoFi Securities LLC, member FINRA/ SIPC, is registered with the U.S. Securities and Exchange Commission as a broker-dealer. Broker and advisory services and fees differ and it is important for retail investors to understand the differences. Free and simple tools are available to research firms and financial professionals at [Investor.gov/CRS](https://investor.gov/CRS), which also provides educational materials about broker-dealers, investment advisers, and investing.

#### What investment services and advice can you provide me?

We offer brokerage services to retail investors. Our retail brokerage services focus on buying and selling securities for retail investors as their agent. Our customers use us on an online, self-directed basis. We have no minimum account funding or maintenance size, but we may close accounts that are unfunded or dormant. We do not monitor our customers' investments. We generally do not recommend transactions in specific securities or funds to customers, although our IPO Center solicits interest in initial public offerings; these solicitations can be considered recommendations and we will ask information about you as an investor to determine if investing in an IPO is suitable for you and in your best interest. (See [www.sofi.com/invest/ipo-investing](https://www.sofi.com/invest/ipo-investing) for more information.) Further, we have established a pilot program through which our representatives may recommend one or more proprietary investment strategies to customers who request that assistance. As this is a pilot program, we reserve the right to terminate the program at any time. Whether or not we make a recommendation, the retail investor makes the ultimate decision regarding the purchase or sale of securities. For additional information, please see our Regulation Best Interest Disclosures and other applicable documents available on our website, [www.sofi.com/regbidisclosure](https://www.sofi.com/regbidisclosure).

#### Conversation Starters:

- *"Given my financial situation, should I choose an investment advisory service? Should I choose a brokerage service? Should I choose both types of services? Why or why not?"*
- *"How will you choose investments to recommend to me?"*
- *"What is your relevant experience, including your licenses, education and other qualifications? What do these qualifications mean?"*

#### What fees will I pay?

Our retail brokerage customers pay no commissions on transactions. All trades are placed through our clearing firm, Apex Clearing Corporation. Customers pay fees for account services and for regulatory and other third-party fees that we pass on. We receive a share of the clearing firm's revenue on stock lending, payment for order flow, margin interest, cash sweep, and other fees and charges. You also pay fund (ETF) management fees and other standard charges. Funds charge an asset-based, ongoing fee called the operating expense ratio, which can vary over time. For example, if you have \$10,000 in an ETF with a 0.50% operating expense ratio, you will pay about \$50 per year in fees to the ETF. Some funds pay a marketing/ servicing fee to broker-dealers through which investors purchase their funds. We receive a portion of these fees if you buy funds through us.

You will pay fees and costs whether you make or lose money on your investments. Fees and costs will reduce any amount of money you make on your investments over time. Please make sure you understand what fees and costs you are paying. For additional information, please see our Regulation Best Interest Disclosures, and other applicable documents available on our website, [www.sofi.com/invest/fee-schedule](https://www.sofi.com/invest/fee-schedule).

**Conversation Starter:**

- *"Help me understand how these fees and costs might affect my investments. If I give you \$10,000 to invest, how much will go to fees and costs, and how much will be invested for me?"*

## What are your legal obligations to me when providing recommendations as my broker-dealer? How else does your firm make money and what conflicts of interest do you have?

When we provide you with a recommendation, we have to act in your best interest and not put your interest ahead of ours. At the same time, the way we make money creates some conflicts with your interests. You should understand and ask us about these conflicts because they can affect the recommendations we provide to you. Here are some examples to help you understand what this means.

- We and our affiliates make money on proprietary products and services that are sponsored or offered by our affiliates.
- We earn interest on uninvested cash, which is not passed on to you. We also earn interest on cash in sweep accounts held at certain banks, including SoFi Bank, N.A., which is our affiliate.
- We receive a portion of the order routing revenue paid to the clearing firm by third party market centers to our customer orders are sent. Order routing revenue (also called payment for order flow) is a form of transaction-based revenue. The clearing firm, and we, have financial incentives to direct customer orders to the market centers that provide payments or rebates, subject to the clearing firm's and our best execution requirements.

For additional information, please see our Regulation Best Interest Disclosures, Fee Disclosures, and other applicable documents available on our website, [www.sofi.com/legal](http://www.sofi.com/legal).

**Conversation Starter:**

- *"How might your conflicts of interest affect me, and how will you address them?"*

## How do your financial professionals make money?

Our registered representatives are salaried with eligibility for bonuses that are not tied to product sales.

## Do you or your financial professionals have legal or disciplinary history?

Yes. Visit [www.investor.gov/CRS](http://www.investor.gov/CRS) for a free and simple search tool to research our firm and our financial professionals.

**Conversation Starter:**

- *"As a financial professional, do you have any disciplinary history? For what type of conduct?"*

## Additional Information

For additional information about our services, visit [www.sofi.com](http://www.sofi.com), including the disclosures posted on the site. If you would like additional, up-to-date information or a copy of this disclosure, please call us at (855) 525-SOFI (7634).

**Conversation Starters:**

- *"Who is my primary contact person? Is he or she a representative of an investment adviser or a broker-dealer?"*
- *"Who can I talk to if I have concerns about how this person is treating me?"*



## Introduction

**SoFi Wealth LLC** is registered with the Securities and Exchange Commission (SEC) as an Investment Advisor. Brokerage and investment advisory services and fees differ, and it is important for you to understand these differences. Free and simple tools are available to research firms and financial professionals at [Investor.gov/CRS](https://Investor.gov/CRS)<sup>1</sup>, which also provides educational materials about broker-dealers, investment advisers, and investing.

## What investment services and advice can you provide me?

We offer three types of investment advisory services to retail investors, which are summarized below:

- 1. Automated Investing:** SoFi Wealth offers a “robo-advisor” type wrap-fee program in which a computer algorithm recommends a pre-determined portfolio of Exchange-Traded Funds (ETFs) based on information you provide in a series of questions about your financial situation and goals. The algorithm periodically monitors and rebalances the investments in accounts on a *discretionary* basis, meaning that SoFi Wealth has the authority to purchase or sell your investments without first obtaining your permission for as long as your account is open. The information we gather about you is limited in scope and does not consider all relevant factors of your personal financial situation. The service is provided with limited, if any, human interaction. Because of these limitations, Automated Investing might not be the best way for you to invest. There is no minimum account value to use this service, but you must establish an account with us.
- 2. Financial Planning:** SoFi’s financial planners provide personalized investment advice and financial plans to clients and may also consult clients on financial matters such as budgeting, debt management, cash management, and financial goal setting. This service does not include account monitoring. There is no minimum account value or requirement to open an account with us for the use of this service, and retail investors make the ultimate decision regarding the purchase or sale of investments.
- 3. Digital Advice:** SoFi At Work members may access our 529 College Savings Plan selection tool in which a computer algorithm recommends a 529 Plan based information you provide in a series of questions. The questions are limited in scope and do not consider all relevant factors of your financial situation. The service is provided with limited, if any, human interaction. Because of these limitations, Digital Advice might not be the best way for you to choose a 529 plan. There is no minimum account value or requirement to open an account to use this service, and retail investors make the ultimate decision regarding the purchase or sale of investments. **Selected plans may impose an investment minimum, so be sure to ask.**

For more information on the services we provide, please see SoFi Wealth’s [Disclosure Brochure](#)<sup>2</sup> and [Wrap Fee Brochure](#)<sup>3</sup>

### Conversation Starters – ask a SoFi representative:

- “Given my financial situation, should I choose an investment advisory service? Why or why not?”
- “How will you choose investments to recommend to me?”
- “What is your relevant experience, including your licenses, education, and other qualifications? What do these qualifications mean?”

## What fees will I pay?

- **Automated Investing:** SoFi Wealth does not charge advisory fees for its Automated Investing service, however, you will incur underlying fees and expenses from the ETFs that constitute the portfolio, and brokerage fees associated with maintaining your account.
- **Financial Planning:** We do not charge fees for financial planning services, but the products or services that our planners recommend to you might, so be sure to ask.
- **Digital Advice:** We do not charge a fee for use of the 529 Plan Selection Tool, but if you choose to invest in a 529 Plan, there will be fees charged by the Plan Sponsor, so be sure to ask.

**You will pay fees and costs whether you make or lose money on your investments. Fees and costs will reduce any amount of money you make on your investments over time. Please make sure you understand what fees and costs you are paying.**

For more information on the cost of our services, please see SoFi Wealth’s [Disclosure Brochure](#)<sup>2</sup> our [Fee Disclosure](#)<sup>4</sup>, your Investment Advisory Agreement, account statements, and investment documents and disclosures.

**Conversation Starter – ask a SoFi representative:**

- *“Help me understand how these fees and costs might affect my investments. If I give you \$10,000 to invest, how much will go to fees and costs, and how much will be invested for me?”*

## What are your legal obligations to me when acting as my investment adviser?

## How else does your firm make money and what conflicts of interest do you have?

When we act as your investment advisor, we have to serve your best interest first, and not put our interest first. At the same time, the way we and our affiliates make money creates some conflicts with your interests. You should understand and ask us about these conflicts because they affect the investment advice we provide you. Here are some examples:

- Automated Investing clients are required to utilize the brokerage services of our affiliated broker-dealer, SoFi Securities LLC which receives a portion of our clearing firm’s “payment for order flow” revenue as well as fees earned from lending shares of securities held in client accounts.
- Social Finance, Inc. sponsors several ETFs, a few of which comprise a significant portion of the Automated Investing portfolios. Investments in these SoFi ETFs from the Automated Investing portfolios make them more commercially viable, which generates marketing benefits and, eventually, revenue for SoFi. For these reasons, SoFi Wealth is incented to hold SoFi-sponsored ETFs in its portfolios instead of potentially favorable alternatives.

For more information about how SoFi makes money, please visit [How it Works: How SoFi Makes Money](http://www.sofi.com/blog/how-sofi-makes-money)<sup>5</sup>

For more information on conflicts of interest, please see SoFi Wealth’s [Disclosure Brochure](#)<sup>2</sup>

**Conversation Starter – ask a SoFi representative:**

- *“How might your conflicts of interest affect me, and how will you address them?”*

## How do your Investment Advisor Representatives make money?

The representatives of SoFi Wealth receive an annual salary and bonus based on company performance. They may also be granted shares of stock in SoFi Technologies (NASDAQ: SOFI) as part of their compensation. They do not receive incentive compensation based on assets under management, product sales, transactions, or recommendations.

## Do you or your financial professionals have legal or disciplinary history?

Yes. You may visit [investor.gov/CRS](http://investor.gov/CRS)<sup>1</sup> for free and simple search tools to research us and our representatives.

**Conversation Starter – ask a SoFi representative:**

- *“As a financial professional, do you have any disciplinary history? For what type of conduct?”*

## Additional Information

Please call customer service at (855) 456-7634 to request a copy of the most updated relationship summary. You may also visit our website at [www.sofi.com](http://www.sofi.com).

**Conversation Starters – ask a SoFi representative:**

- *“Who is my primary contact person? Is he or she a representative of an investment adviser or a broker-dealer?”*
- *“Who can I talk to if I have concerns about how this person is treating me?”*

## References

<sup>1</sup> <http://www.investor.gov/crs>

<sup>2</sup> <http://www.sofi.com/legal/adv>

<sup>3</sup> <http://www.sofi.com/legal/wrapbrochure>

<sup>4</sup> <http://www.sofi.com/invest>

<sup>5</sup> <http://www.sofi.com/blog/how-sofi-makes-money>