

# Customer Relationship Summary

## SoFi Securities LLC

Effective June 5, 2025

### Introduction

SoFi Securities LLC (referred to as “we” or “us”), member FINRA/ SIPC, is registered with the U.S. Securities and Exchange Commission as a broker-dealer. Brokerage 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 (also referred to as “you”) use our services 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 our customers. Our IPO Center does solicit customer interest in certain initial public offerings, and these solicitations could be considered recommendations. Therefore, we will request information about you as an investor and take steps 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.) Whether or not these solicitations are considered recommendations, the retail investor makes the ultimate decision regarding the purchase or sale of securities. For additional information, please see our Regulation Best Interest Disclosures [www.sofi.com/regbidisclosure](https://www.sofi.com/regbidisclosure) and other applicable documents available on our [website](#).

Also, we have established a referral arrangement with Templum Markets LLC (“Templum”) allowing eligible retail investors who are accredited investors to access certain special purpose investment vehicles and private investment funds through Templum. We do not recommend any specific investments offered by Templum and any investment decision related to such products will be made by the retail investor as a customer of Templum. A more detailed disclosure document describing the nature of our relationship with Templum and related risks and conflicts of interest is available on our website at [www.SoFi.com/invest/about-templum-private-markets](https://www.SoFi.com/invest/about-templum-private-markets).

#### 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 for equity, option and Exchange Traded Funds (ETF) trades. Mutual funds are subject to transaction fees of 0.2% of the Mutual Fund purchase amount, not to exceed \$20 per transaction. 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 certain product management fees and other standard charges. Mutual Funds and ETFs charge an asset-based, ongoing fee called the operating expense ratio, which can vary over time and are assessed by the fund manager. 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. Interval and Tender Offer Fund Transaction fees charged by us are 2% of the fund purchase amount.

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 [www.sofi.com/invest/fee-schedule](https://www.sofi.com/invest/fee-schedule). Also, please see our [Regulation Best Interest Disclosures](#), and other applicable documents available on our [website](#).

#### 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?

We generally do not recommend transactions in specific securities or funds to our customers. When we provide you with a recommendation, we are required to act in your best interest and not put our interests ahead of yours. 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 any recommendations we may 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 us or our affiliates.
- We earn interest on uninvested cash (free credit balances), which is not passed on to you. We also earn interest on cash in sweep accounts held at certain banks (including our affiliate, SoFi Bank, N.A.), a portion of which is passed on to you.
- We receive a portion of the order routing revenue paid to the clearing firm by third party market centers where our customer orders are sent. Order routing revenue (also called payment for order flow) is a form of transaction-based revenue. We and the clearing firm 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). Also, see [www.SoFi.com/invest/about-templum-private-markets](http://www.SoFi.com/invest/about-templum-private-markets) for more information about our conflicts of interest related to our referral arrangement with Templum.

#### 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?"*



## SoFi Wealth LLC Customer Relationship Summary (CRS)

November 12, 2024

### Introduction

**SoFi Wealth LLC** (SoFi Wealth) 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 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 three types of investment advisory services to retail investors, which are summarized below:

- 1. Robo Investing:** SoFi Wealth offers an automated, online investment advisory wrap-fee program in which the firm collects information from you and, based on the information you provide, the firm assigns your account to a model portfolio managed by the firm. The model portfolios consist of mutual funds and/or exchange traded funds (ETFs) selected by the firm. The firm monitors your account continuously to ensure adherence to the model (as it may be adjusted from time to time) and rebalances the investments in your 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, Robo Investing might not be the best way for you to invest. There is no minimum account value to use this service, but there is a \$50 threshold for cash to be invested. Clients must establish an account with us in order to use this service.
- 2. Financial Planning:** SoFi's financial planners provide personalized investment advice and financial plans to clients and are available to consult with 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 decisions regarding their purchases or sales 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](#) and [Wrap Fee Brochure](#).

#### 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?

- **Robo Investing:** Clients are charged an annual asset-based fee (the "wrap fee") at the rate of 0.25% based on the value of each account enrolled in the program. Clients will also incur underlying fees and expenses from the mutual funds and 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](#) our [Fee Disclosure](#), 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 act in your best interest and not put our interest ahead of yours. 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 to help you understand what this means:

- Robo 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, LLC sponsors several ETFs, some of which have historically been used in the Robo Investing program. Investments in these SoFi ETFs from the Robo Investing portfolios make them more commercially viable, which generates marketing benefits and, eventually, revenue for SoFi. For these reasons, SoFi Wealth has a financial incentive to hold SoFi-sponsored ETFs in its portfolios instead of potentially more-favorable alternatives.

For more information about how SoFi makes money, please visit [How it Works: How SoFi Makes Money](#)

For more information on conflicts of interest, please see SoFi Wealth's [Disclosure Brochure](#)

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

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

## How do your financial professionals 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. Visit [investor.gov/CRS](https://investor.gov/CRS) for free and simple search tools to research us and our financial professionals.

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

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

## Additional Information

Please visit us at [www.sofi.com](http://www.sofi.com) or call customer service at (855) 456-7634 for additional information about investment advisory services and to request a copy of the relationship summary.

**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?"*