



SoFi Wealth LLC

Form ADV, Part 2A, Appendix 1 WRAP PROGRAM BROCHURE

SoFi Wealth Portfolio Management Program

Item 1: Cover Page

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This wrap fee program Brochure provides information about the qualifications and business practices of SoFi Wealth, LLC ("SoFi Wealth"). If you have any questions about the contents of this Brochure, please contact Dimple Anderson, Chief Compliance Officer, at (855) 525-7634. The information in this Brochure has not been approved or verified by the United States Securities and Exchange Commission or by any state securities authority.

Additional information about SoFi Wealth also is available on the SEC's website at www.adviserinfo.sec.gov.

SoFi Wealth is a registered investment adviser. Registration of an Investment Adviser does not imply any level of skill or training. The oral and written communications of an Adviser provide you with information about which you determine to hire or retain an Adviser.

Item 2: Material Changes

Under SEC Rules, you will receive a summary of any material changes to this and subsequent Brochures within 120 days of the close of our fiscal year, which is in December. We may also provide you with a new Brochure or other ongoing disclosure information about material changes as necessary, without charge.

Since filing the last Amendment to this Brochure in September 2020, we have made the following material changes.

- As a general matter, there are a number of conflicts identified throughout this document. We have enhanced the disclosures throughout the document to further educate on how these conflicts affect SoFi Clients. Please see Item 9: Other Financial Industry Activities and Affiliations for detailed information regarding each conflict identified.
- We updated our disclosures related to the SoFi-sponsored ETFs to emphasize that SoFi Wealth clients investing in SoFi Wealth's automated investing portfolios will invest in part in SoFi-sponsored ETFs. Using SoFi-sponsored ETFs in SoFi Wealth's automated investing portfolios allows those ETFs to be commercially viable without SoFi having to invest its own capital in those ETFs. SoFi clients should be aware that there is a potential for third party ETFs to offer better performance than SoFi sponsored ETFs.
- We enhanced our disclosures to more clearly describe the conflicts of interests SoFi has related to the SoFi-sponsored ETFs. Those conflicts of interest include: First, while the investment advisor for the SoFi-sponsored ETFs has agreed to waive management fees for the SoFi-sponsored ETFs used in Automated Investing (SFY and SFYX) until at least June 30, 2021, in the future those fee waivers will end, and at that point, SoFi would earn revenue from the SoFi-sponsored ETFs based on the investments made by SoFi clients.. The potential to earn revenue from clients invested in the SoFi-sponsored ETFs is a conflict of interest for SoFi. Second, SoFi receives a marketing benefit of increased brand awareness and marketing reach from the SoFi-sponsored ETFs. Third, SoFi Wealth has a conflict of interest when allocating client accounts between SoFi-sponsored ETFs and third-party ETFs as third party ETFs may offer better performance.
- Social Finance, Inc. has entered into a definitive agreement with Social Capital Hedosophia Holdings Corp. V ("SCH") (NYSE: IPOE), a publicly traded special purpose acquisition company, to bring the major consumer-focused financial technology business to the public markets. In connection with the anticipated offering, a registration statement has been filed with the Securities and Exchange Commission ("SEC") and is currently under SEC review. The Transaction will result in a change of control of SoFi Wealth LLC and an "assignment," as that term is used in the Investment Advisers Act of 1940 and in your investment advisory agreement with us.

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Item 4 - Services, Fees and Compensation

SoFi Wealth, LLC (“SoFi Wealth”) is an internet based (or “online”) investment adviser registered with the Securities and Exchange Commission (“SEC”). SoFi Wealth provides investment advice to

individual investors utilizing proprietary software, along with an experienced investment team to advise clients on general asset allocation. SoFi Wealth is a wholly owned subsidiary of Social Finance, Inc. (“SoFi”), a Delaware corporation.

The Services We Provide

SoFi Wealth provides clients online investment advisory services over the internet and through a mobile application.

SoFi Wealth offers a “Wrap fee Program” that includes client access to “Digital Advice” tools and Automated Asset Management services, each as described further below.

Wrap Fee Program

Automated Asset Management Services

SoFi Wealth offers its clients the opportunity to establish Automated Investing under the SoFi Invest brand name. To establish Automated Investing, a client must accept and enter a SoFi Wealth Advisory Agreement.

In accordance with the SoFi Wealth Advisory Agreement, SoFi Wealth allows the customer to establish an automated recurring deposit into an investment account, offers recommended asset allocation portfolio, manages portfolios, and performs certain advisory functions with respect to each portfolio. This includes recommending asset allocated portfolios and providing automated portfolio rebalancing services.

SoFi Wealth is authorized to, among other things:

- Recommend one of five asset allocation models to investors - aggressive, moderately aggressive, moderate, moderately conservative, and conservative. The system evaluates user risk profiles through our online risk-evaluation system, also referred to as the Goals, Risk and Objectives Exercise. Through a series of questions with user-input responses (goal, time horizon and risk tolerance), SoFi Wealth identifies appropriate risk profiles based on a set of criteria and automatically assigns the recommended asset allocation for our clients, which is designed to tailor client risk to the profile supplied by the user;
- Identify security choices for our clients in order to attempt to lower trading costs and other fees; we periodically evaluate the performance of a range of indices and securities to determine if we should replace an asset class or implement an additional asset class in our clients’ portfolios;
- Determine appropriate times for portfolio rebalancing, at least quarterly, based on market factors that return the client to the target risk profile and attempt to lower trading costs and other fees;

- Identify asset classes and securities which are appropriate according to certain pre-programmed rules related to a client's account: for instance, minimizing tax inefficient securities in taxable accounts while maximizing their potential in tax-deferred accounts. The election of a non-qualified or qualified account will result in different allocations and underlying holdings, but models with a risk tolerance band will have similar target risk and return characteristics;
- Identify and evaluate the timing and method of disposition or liquidation of investments, select and determine investments to be disposed of or liquidated, and cause an investor to dispose of or liquidate investments in accordance with the terms of the Advisory Agreement in order to facilitate allocation remodeling;
- Engage personnel to assist the Investment Adviser in providing investment advisory services, including, without limitation, counsel, consultants, accountants, investment bankers, financial advisors and sub-investment advisers;
- Open, maintain and close accounts, including custodial accounts, but excluding collection accounts, with banks, including banks located outside the United States, and draw checks or other orders for the payment of monies;
- Incur expenses as the Investment Adviser determines to be appropriate in furtherance of the purpose of the best interest of investors, and, to the extent that the funds of an investor are available, pay all expenses, debts and obligations;
- Perform such other duties, activities, functions and all other similar things necessary to achieve, implement or facilitate any of the foregoing provisions in the United States as well as foreign jurisdictions as per contractual agreements;
- Invest investor funds into ETFs, including SoFi-sponsored ETFs.

There is no limitation or restriction on the ability of the Investment Advisor or any of its Affiliates to act as an investment manager (or in a similar role) for other persons. This and other future activities of the Investment Adviser and its Affiliates may give rise to conflicts of interest.

See Item 9: Other Financial Industry Activities and Affiliations for further information regarding the conflicts of interest related to the above section.

Client accounts are managed on a discretionary basis. Clients are responsible for providing any changes to their financial situation or investment objectives by updating their responses on our interactive website. SoFi Wealth will contact clients periodically to determine whether their financial situation or investment objectives have changed or if they want to modify their target asset allocation. Clients may modify their target asset allocation at any time through the SoFi Wealth website.

Clients must appoint SoFi Wealth as their investment adviser of record on specified accounts (collectively, the “Account”). The Account consists only of separate account(s) held by qualified custodian(s) under the client’s name. The qualified custodian maintains physical custody of all funds and securities of the Account, and the client retains all rights of ownership (e.g., right to withdraw securities or cash, exercise or delegate proxy voting and receive transaction confirmations) of the Account. Apex Clearing acts as the qualified custodian for all accounts enrolled in the SoFi Wealth Wrap Fee Program, and clients may not elect a different custodian.

It is important for clients to understand that we manage investments for other clients. The advice we give to any client might be different from the advice we give other clients and different from the actions taken on our personal accounts, which presents the potential for a conflict of interest. SoFi Wealth is not obligated to buy, sell or recommend to you any security or other investment that we may buy, sell or recommend for any other clients or for our own accounts.

Conflicts may arise in the allocation of investment opportunities among accounts that we manage. We strive to allocate investment opportunities believed to be appropriate for your account(s) and other accounts advised by our firm among such accounts equitably and consistent with the best interests of all accounts involved. However, there can be no assurance that a particular investment opportunity that comes to our attention will be allocated in any particular manner. If we obtain material, non-public information about a security or its issuer that we may not lawfully use or disclose, we have absolutely no obligation to disclose the information to any client or use it for any client’s benefit.

Brokerage Practices

SoFi Wealth clients who purchase securities through the SoFi Wealth platform are required to utilize the brokerage services of our affiliate, SoFi Securities, a member of FINRA and SIPC, which acts as an introducing broker-dealer (or agent for custody) in effecting securities transactions for Clients’ Accounts in which Apex Clearing provides trade execution and clearing services. Apex Clearing is a broker-dealer, member FINRA and SIPC.

Not all investment adviser firms require the use of a particular broker/dealer. However, for operational and compliance purposes, we have made the decision to provide all asset management services through one brokerage, custodial platform. Please understand you are not required or obligated to utilize our services and therefore you are not required or obligated to open an account with SoFi Securities and Apex Clearing. However, if you do not want to use SoFi Securities or Apex Clearing, we are unable to provide our asset management services.

SoFi Wealth seeks the best overall execution of transactions for Client Accounts consistent with its judgment as to the business qualifications of the various brokers through which SoFi Wealth accounts are available. Using an affiliated broker presents a conflict of interest, as it can result in additional

compensation for the firm. SoFi Wealth obtains information as to the general level of commission rates being charged by the brokerage community from time to time and will periodically evaluate the overall reasonableness of brokerage commissions paid on Client transactions by reference to such data to ensure competitive commission rates. “Best execution” means the best overall qualitative execution, not necessarily the lowest possible commission cost. Accordingly, the factors that SoFi Wealth considers when selecting or recommending Brokers are matters that directly benefit Client Accounts, and consistent with obtaining the best execution of their transactions. These factors include: execution capability and available liquidity; timing and size of particular orders; commission rates; responsiveness; trading experience; reputation, integrity and fairness in resolving disputes; quality of their application programming interfaces and technology; and other factors.

Social Finance, Inc. owns a minority ownership interest in Apex Clearing. As an affiliated company of Social Finance, Inc., SoFi Wealth could receive economic benefits from Apex Clearing. SoFi Wealth’s interest in generating transactions and other business for Apex Clearing could conflict with a client’s interests.

SoFi Securities earns revenue from lending securities and cash, via a sweep mechanism, in client accounts. There is no direct link between this revenue and the investment advice it gives to its Clients. Apex Clearing may also have paid for business consulting and professional services received by SoFi Wealth’s related persons. Some of the products and services made available by Apex Clearing through the program may benefit SoFi Wealth but may not benefit its Client accounts. These products or services may assist SoFi Wealth in managing and administering Client accounts, including accounts not maintained at Apex Clearing.

Other services made available by Apex Clearing are intended to help the Advisor manage and further develop its business enterprise. The benefits received by the Advisor or its personnel through participation in the program do not depend on the amount of brokerage transactions directed to Apex Clearing. As part of its fiduciary duties to clients, Advisor endeavors at all times to put the interests of its clients first. Clients should be aware, however, that the receipt of economic benefits by Advisor or its related persons in and of itself creates a conflict of interest and may indirectly influence the Advisor’s choice of Apex Clearing for custody and brokerage services.

SoFi Wealth aggregates orders for a Client’s Account with orders of other Clients. SoFi Wealth may aggregate securities sale and purchase orders for a Client with similar orders being made contemporaneously for other Client Accounts. In such an event, the average price of the securities purchased or sold in such a transaction may be determined and a Client may be charged or credited, as the case may be, the average transaction price. As a result, however, the price may be less favorable to the Client than it would be if similar transactions were not being executed concurrently for other Accounts. SoFi Securities LLC may receive fees or other benefits from their role as

introducing broker-dealer, including rebates on order flow, securities lending, and by earning interest on uninvested cash in brokerage accounts. SoFi Securities LLC does not charge commissions on trades. However, revenue is earned from rebates on order flow, securities lending, and by earning interest on uninvested cash in brokerage accounts.

All references to conflicts of interest in the above section are explained further in Item 9: Other Financial Industry Activities and Affiliations.

Fee schedule

SoFi Wealth offers asset management services under the brand “Automated Investing”, under the broader SoFi Invest umbrella. SoFi Wealth does not currently charge a management fee for Automated Investing. SoFi Wealth will likely introduce other products or services for which it does charge a fee in the future. SoFi Wealth may make changes to fees from time to time and will notify you of any such changes.

SoFi Wealth does not currently receive any sales commissions, 12b-1 fees or other fees from ETFs or other products for investing such funds on behalf of advisory clients. If at any point this changes in the future, clients will be appropriately notified and disclosures updated.

As a general matter, clients who invest in ETFs pay ETF fees. An ETF typically includes embedded expenses that may reduce the fund's net asset value, and therefore directly affect the fund's performance and affect a Client's portfolio performance or an index benchmark comparison. Expenses of an ETF may include management fees, custodian fees, brokerage commissions, and legal and accounting fees. ETF expenses may change from time to time at the sole discretion of the ETF issuer. These ETF fees do not flow back to SoFi Wealth.

SoFi ETFs include the SoFi Select 500 ETF, SoFi Next 500 ETF, SoFi 50 ETF, SoFi Weekly Income ETF, SoFi Gig Economy ETF, and SoFi Weekly Dividend ETF. SoFi ETFs are distributed by Foreside Fund Services, LLC. Not all SoFi Branded ETFs are included in the model portfolios. SoFi is not an affiliated person of the Funds, the Adviser, the Sub-Adviser, the distributor, or any of their affiliates. The Fund's investment adviser agreed to waive its Management Fees for the SoFi-sponsored ETFs used in Automated Investing (SFY and SFYX) until June 30, 2022 at which time those fee waivers will end, and client holdings will be subject to the management fees. SoFi will earn revenue from these ETFs based on the investments made by SoFi Wealth clients.

Investors are charged incidental fees for certain services provided by our clearing firm (Apex Clearing) such as IRA administration, sending money or securities to another firm via ACAT, or sending paper statements or confirms (electronically delivered documents are free). These fees may change from time to time and can be found at the following location when logged into your account on the SoFi website: www.sofi.com/invest/fee-schedule.

A single, all-inclusive fee for brokerage, custodial and recordkeeping services may cost the client more or less than the cost of purchasing these services separately. The primary factor affecting the comprehensive fee is the provision by SoFi Wealth of individualized investment advice and portfolio management services tailored to the needs of each individual. SoFi Securities, LLC, an affiliate of the Firm, marks up these charges under certain circumstances to cover costs associated with the administration of such fees.

SoFi Wealth does not receive transaction-based compensation for the sale of securities to SoFi Wealth investors. Some investors in SoFi Wealth may also be clients of SoFi Securities and may purchase securities through them which represents a conflict of interest more fully described later in this document.

All references to conflicts of interest in the above section are explained further in Item 9: Other Financial Industry Activities and Affiliations.

Item 5 - Account Requirements and Types of Clients

SoFi Wealth's clients are individual and high investors, including individuals and high net-worth individuals. There is no minimum account size. Account and ACH minimums may be waived as the election of the Firm. SoFi Wealth leverages its technology platform in order to allow for smaller client minimums as we rely on our risk and portfolio management systems to develop optimal portfolios for our clients.

SoFi Wealth relies heavily on technology to perform investment management services. SoFi Wealth Clients are made aware of the following when utilizing SoFi Wealth's software-based IA services via this disclosure document:

- Clients of SoFi Wealth agree to rely primarily on the SoFi Wealth website for their account information, including, but not limited to, their positions, profits and losses, account value, account performance, statements, and confirmations. However, quarterly or monthly statements as well as trade confirmations will be provided electronically to the client by the clearing broker-dealer on the SoFi website, or by mail, for a fee;
- Clients of SoFi Wealth agree that their risk profile is created through our profiling system, and this information is used to map clients to their recommended portfolios. We recommend that clients re-evaluate their risk profile if any of their circumstances have changed in a material way. This will allow SoFi Wealth to quickly recommend a new portfolio, and to establish the client in those new positions;
 - Investments in the SoFi Wealth wrap program will be ETFs, and SoFi Wealth will focus on ETFs with low expense ratios while still sufficiently tracking their underlying indices, and SoFi has a

preference for placing client funds in the SoFi-sponsored ETFs over other ETFs. Clients investing in the SoFi automated investing portfolios will invest in part in SoFi-sponsored ETFs, which presents a conflict of interest.

All references to conflicts of interest in the above section are explained further in Item 9: Other Financial Industry Activities and Affiliations.

Item 6 - Portfolio Manager Selection and Evaluation

Portfolio Management

Portfolio management, investment selection, and ongoing governance will be provided by an investment committee consisting senior leaders from various business units, including Invest, Corporate Development, and Investment Strategy, as well as an external, independent member. The Investment Committee is responsible for the effective implementation of and adherence to SoFi Wealth's Investment Policy Statement in a manner that comports with fiduciary duties of care and loyalty and acting in clients' best interests and with other relevant regulatory obligations. This includes developing and implementing SoFi Wealth's portfolio management strategy, reviewing investment performance and adherence to that strategy, and serving as an oversight body over Portfolio Manager(s) and all other investment- and portfolio-management-related activities performed by SoFi Wealth. Decisions put to vote by the Committee will only be accepted by unanimous approval of those members participating in that decision, subject to the quorum requirement.

Advisory Business

Our Investment Committee drives our portfolio allocation decisions using a combination of backward-looking investment metrics and forward-looking estimates. We also document whether we believe our bias is adding value to the portfolios relative to the static benchmarks for each strategy. We believe this approach will deliver better returns over the long run than holding the same allocation mix with no adjustments for changing economic conditions.

The recommendation of a given investment strategy is heavily dependent on the information provided to SoFi Wealth during the risk profile component of the account opening and during subsequent client update requests, which are transmitted to all clients annually. A client may also log in to their account at any time and provide updated information which may result in a change to their recommendation. If inaccurate information is provided or if a client fails to respond to update requests, the quality and reliability of advice could be materially impacted.

SoFi Wealth recommends investment strategies based on risk assumptions that are correlated primarily to the savings goals, time horizon and risk tolerance of the investors. and does not consider assets or objectives outside of the stated client goal. The limitations of such an algorithm should be

considered in the evaluation of services provided by the Firm. The algorithm utilized does not take into account all market factors, your specific tax situation, political risk, or currency risk. Once an investor has confirmed an investment strategy, they open an account, fund it electronically, and SoFi Wealth implements their plan by investing in the strategy.

Portfolios are automatically rebalanced when asset class weightings drift outside of tolerance ranges. This rebalancing could result in capital gains for some clients. The Investment Committee may alter the mix of a given investment strategy from time to time, either by altering the percentages of existing ETFs or replacing one or more ETFs in the portfolio.

SoFi clients investing in SoFi's automated investing portfolios will invest in part in SoFi-sponsored ETFs, which provide the broad asset allocation determined by these strategies. Using SoFi-sponsored ETFs in SoFi Wealth's automated investing portfolios allows those ETFs to be commercially viable without SoFi having to invest its own capital in those ETFs. SoFi clients should be aware that similar products may offer better performance and/or longer track records than SoFi-sponsored ETFs.

SoFi has conflicts of interests related to the SoFi-sponsored ETFs, including the following conflicts of interest: First, while the investment advisor for the SoFi-sponsored ETFs has agreed to waive management fees for the SoFi-sponsored ETFs used in Automated Investing (SFY and SFYX) until June 30, 2022, at which time the fee waivers will end, and SoFi will earn revenue from the SoFi-sponsored ETFs based on the investments made by SoFi Wealth clients. SoFi has the potential to earn revenue from the selection of ETFs for which SoFi is the sponsor if the underlying funds generate revenue. Second, SoFi receives a marketing benefit of increased brand awareness and marketing reach from the SoFi-sponsored ETFs. Third, SoFi Wealth has a conflict of interest when allocating client accounts between SoFi-sponsored ETFs and third-party ETFs. SoFi Wealth has a conflict of interest when allocating client accounts between SoFi-sponsored ETFs, for which it has a preference, and third-party ETFs as third party ETFs may offer better performance and/or lower fees.

The rebalancing algorithms described above and/or a neutral allocation to cash might rebalance client accounts without regard to market conditions and on a high frequency basis, as cash contributed to the account will result in rebalancing. Rebalancing in taxable account types will result in taxable events.

Performance Based Fees

SoFi Wealth does not receive any performance-based compensation.

Methods of Analysis, Investment Strategies and Risk of Loss

SoFi Wealth uses a Goals, Risk and Objectives Exercise and an asset-class based strategic asset allocation to create a plan for clients to reach their financial goals. We begin by gathering information about the client. Next, we gather information about the client's goals, the amount of time the client identifies as the period over which to reach those goals, and the investor's stated risk-tolerance. We then use algorithmic asset allocation to formulate an investment strategy that helps them reach those goals. Finally, we help them implement the plan by creating and managing a portfolio based on the target they selected. Algorithms are utilized to assess the risk tolerance of a client and to recommend an asset allocation. Clients may accept our recommended investment strategy or select a different one.

SoFi Wealth investment strategies typically contain 4-12 ETF securities, some of which are SoFi sponsored, which track world indices and will allow us to create diversified portfolios for our clients. These strategies attempt to offer favorable expected returns given the risk tolerance, time horizon, and objectives of each strategy. Note that past performance is no indication of future returns. SoFi Wealth will adjust portfolios periodically to reflect our analysis of world market conditions. This could result in periods of time where the portfolios are completely in cash or cash equivalents.

There are many ways to build a portfolio of stocks and bonds. Most approaches fall into one of two categories: passive or active. Passive investing picks a benchmark index and mirrors it. An ETF tracking the S&P 500 Index is an example. Active involves making decisions that differ from the benchmark index. A mutual fund benchmarked to the MSCI World Index that picks what it thinks are the best stocks from anywhere in the world, or one that might overweight Europe at the expense of Japan, are examples of active investing.

SoFi Wealth employs the active management of passive assets. We actively curate a portfolio of passively managed index ETFs. Portfolios are generally composed of broadly diversified ETFs that invest in global stock and bonds, but SoFi Wealth is not limited to these types of investments or indices, and measure both their historical volatility (variance), and how each moves relative to the others (covariance). Then we add our future return assumptions, broken out by dividends, coupons, and price appreciation, as each has potentially different tax treatment.

Investment Strategies

- **Aggressive** – Investors with an aggressive risk tolerance focus on maximizing returns, believing that getting the greatest long-term return is more important than limiting short-term market fluctuations. They should expect large movements, both up and down, in the value of their portfolio. This strategy has the greatest potential to generate gains over time, but it also comes with the most risk and there may be periods where significant portfolio losses occur. The proportion of stocks in the portfolio may reach 100%.

- **Moderately Aggressive** – Investors with a moderately aggressive risk tolerance focus on maximizing returns, but want a small portion of their portfolio invested in bonds to limit the full effects of stock market movements. However, they should still expect large movements, both up and down, in the value of their portfolio given the large allocation to stocks. Stocks will compose 70-90% of the portfolio, with the remainder invested in bonds.
- **Moderate** – Investors with a moderate risk tolerance balance potential risk with potential reward. They are not seeking the highest return possible and will accept lower returns to reduce large fluctuations in the value of their portfolio. With an allocation of 50-70% in stocks, this portfolio is not immune to stock market drawdowns and still comes with considerable risk of losing money. However, a 30-50% allocation to bonds should prevent the investor from suffering the full effects of a stock market sell-off.
- **Moderately Conservative** – Investors with a moderately conservative risk tolerance focus more on reducing risk than on portfolio gains, although they are usually comfortable with some degree of market fluctuation and wish to have a portion of their portfolio invested in the stock market to increase expected future returns. Stocks still comprise 20-40% of this portfolio, so there may be periods where the portfolio suffers a loss of value. An allocation of 60-80% to bonds should limit the effects of a stock market sell-off, but will not entirely.
- **Conservative** – Investors with a conservative risk tolerance wish to avoid large drawdowns that can typically arise from investing in the stock market. These investors are more concerned with limiting their downside risk and, to achieve that goal, are comfortable not achieving the potentially higher returns of the stock market. They are focused on generating consistent returns over time and avoiding large losses. The proportion of bonds in the portfolio may reach 100%.

The asset allocations in these target portfolios and the specific securities used to implement them may change from time to time. SoFi Wealth maintains allocations within qualified accounts that are distinct from non-qualified accounts to account for the tax treatment of such assets. Expected Returns are decomposed into dividend/interest and capital gains. Assumed tax rates, which are applied on an asset specific basis, are applied to each portion in order to get to an approximate after-tax return. Taxable account strategies are optimized using these after-tax returns. SoFi Wealth's tax assumptions are designed to be generally applicable but may not necessarily be appropriate for each individual's circumstances. Nontaxable accounts, however, are optimized under the pretax return and thus result in a different asset allocation than a taxable account of the same risk.

The performance benchmark for our investment strategies is a blended benchmark of the MSCI All Country World Index (ACWI) and the Bloomberg Barclays US Aggregate Index, blended to meet the approximate expected stock and bond exposure levels of each investment strategy, though these exposure levels may not exactly equal that of the blended benchmark.

Risk of Loss

Investing in securities involves risk of loss that clients should be prepared to bear.

The SoFi Wealth investment program entails risk, including the risk of a total loss of principal. There can be no assurance that the investment objective of the portfolios will be achieved nor that investors will not incur losses. When investing in securities, clients may be subject to numerous risks including those that arise as a result of changes in general economic and market conditions, such as interest rates, availability of credit, inflation rates, and economic uncertainty. While the use of diversified investment vehicles, such as exchange traded funds (ETFs), mitigates risk compared to investing in individual securities, it cannot completely eliminate this risk.

These ETFs invest in individual stocks and bonds that are subject to the risks that include industry conditions, laws, governmental regulation, competition, technological developments, and national and international political circumstances. It is possible that these portfolios will lose money. The shorter the holding period one considers, the greater the probability of a loss over that given holding period.

Described below are some of the risks associated with investing, and the types of investments that SoFi Wealth uses to manage client portfolios. Other risks may apply that are not described here.

Types of Investments and Risks

- **Exchange-Traded Funds (ETFs).** ETFs are typically investment companies that are legally classified as open end mutual funds or Unit Investment Trusts (UITs). However, they differ from traditional mutual funds, in particular, in that ETF shares are listed on a securities exchange. Shares can be bought and sold throughout the trading day like shares of other publicly-traded companies. ETF shares may trade at a discount or premium to their net asset value. This difference between the bid price and the ask price is often referred to as the “spread.” The spread varies over time based on the ETF’s trading volume and market liquidity, and is generally lower if the ETF has a lot of trading volume and market liquidity and higher if the ETF has little trading volume and market liquidity. Although many ETFs are registered as investment companies under the Investment Company Act of 1940 like traditional mutual funds, some ETFs, in particular those that invest in commodities, are not registered as investment companies. ETFs may be closed and liquidated at the discretion of the issuing company.
- **Market Risk.** This is the risk that the value of securities owned by an investor may go up or down, sometimes rapidly or unpredictably, due to factors affecting securities markets generally or particular industries.

- **Credit Risk.** This is the risk that an investor could lose money if the issuer or guarantor of a fixed income security is unable or unwilling to meet its financial obligations.
- **Legislative Risk.** which is the potential that regulations or legislation by the government could significantly alter the business prospects of one or more companies
- **Emerging Markets Risk.** Emerging markets may have unstable, even volatile, governments. Political unrest can cause serious consequences to the economy and investors. These markets may often suffer from insufficient labor and raw materials, high inflation or deflation, unregulated markets and unsound monetary policies
- **Interest Rate Risk.** This is the risk that fixed income securities will decline in value because of an increase in interest rates (a bond or fixed income fund with a longer duration will be more sensitive to changes in interest rates than those with shorter durations.)
- **Investment Company Risk.** When a client account is invested in ETFs or other investment companies, its performance will be affected by the performance of those other investment companies. Investments in ETFs and other investment companies are subject to the risks of the investment companies' investments, as well as to the investment companies' expenses. If a client account invests in other investment companies, the client account may recognize taxable gains from transactions in shares of that investment company, which would be taxable when distributed.
- **Risk of Full Account Liquidations.** Upon proper notification to liquidate your holdings in any advisory program, we will in an orderly and efficient manner proceed with the liquidation request. You must consider that liquidating assets may result in tax consequences that should be discussed with your tax advisor. We are under no obligation to affect any transaction for you that we believe to be improper under applicable law, rule or regulation.

SoFi Wealth makes no guarantee of an investor's internet provider to access the website. Further, as SoFi Wealth delivers its services entirely through its online platform there is a risk that the software may not perform as designed.

Voting Client Securities

SoFi Wealth does not have the authority to and does not vote proxies on behalf of advisory clients. Clients retain the responsibility for receiving and voting proxies for any and all securities maintained in client portfolios. Proxies will be forwarded directly to clients' mailing addresses by Apex Clearing.

Likewise, SoFi Wealth does not advise or act for you in any legal proceedings, including class actions or bankruptcies, involving securities purchased for or held in your account. If you have any questions you may contact the Firm at: (855) 525-7634.

Item 7 – Client Information Provided to Portfolio Managers

We gather information on the client's goals, time frame for achieving those goals, and rate of savings they will make. This information is used to recommend the investment strategy the manager feels is the best match for the client. The client may update this information at any time, which may result in a change in the recommended portfolio.

Item 8 – Client Contact with Portfolio Managers

Clients generally do not consult directly with the portfolio managers, but will have access to investment advisor representatives who will work with them to refine their plan.

Item 9 – Additional Information

Disciplinary Information

Registered Investment Advisors are required to disclose all material facts regarding any legal or disciplinary events. This advisor has an event to disclose, the details of which are below.

Following SoFi Wealth's April 12, 2019 transition of certain client funds from third-party ETFs to SoFi-sponsored ETFs, the SEC Staff requested documents and information from SoFi Wealth, investigating and seeking disclosures by SoFi Wealth to clients regarding the transition of funds. SoFi Wealth fully cooperated with the SEC's investigation and elected to make an offer of settlement to the SEC, and based on information that SoFi Wealth provided, the SEC issued an Order Instituting Administrative Cease-and-Desist Proceedings against SoFi Wealth on August 19, 2021 (the "Order"). The SEC alleged that SoFi Wealth failed to provide its clients with full and fair disclosure of its conflicts of interest relating to the transition, including that it (1) had a preference for placing clients into SoFi-sponsored ETFs rather than third-party ETFs, and SoFi's economic interest in these SoFi-sponsored presented a conflict of interest for SoFi Wealth, (2) was investing client assets in these SoFi-sponsored ETFs to help market the SoFi brand as having a broader array of services and products than previously offered, and (3) intended to use client assets to capitalize the new SoFi-sponsored ETFs, making the ETFs more liquid and favorable to the market. The SEC alleged that SoFi Wealth violated Sections 206(2) and 206(4) of the Advisers Act and Rule 206(4)-7 promulgated thereunder. The SEC, among other things, censured SoFi Wealth and ordered SoFi Wealth to cease-and-desist from any future violations of Sections 206(2) and 206(4) of the Advisers Act and Rule 206(4)-7 promulgated thereunder, and pay a \$300,000 civil penalty. SoFi Wealth

consents to the Order without admitting or denying the SEC's findings (except as to jurisdiction and the subject matter of the action, which was admitted). Prior to the entry of the Order, SoFi Wealth implemented additional remedial measures to address potential conflicts of interests and how they are evaluated. Moreover, prior to the entry of the Order, SoFi Wealth reimbursed clients in the SoFi Invest automated investment program for tax liabilities they potentially incurred as a result of gains realized on the April 12, 2019 sale of the third-party ETFs to buy SoFi-sponsored ETFs. The SEC's Order can be found at <https://www.sec.gov/litigation/admin/2021/ia-5826.pdf>.

Other Financial Industry Activities and Affiliations

Social Finance, Inc.

SoFi Wealth is owned by Social Finance Inc., which is a wholly owned subsidiary of SoFi Technologies, Inc. (NASDAQ: SOFI). Social Finance, Inc is commonly known as and referred to in this ADV as "SoFi." SoFi was formed with the intention to be a new kind of finance company. It is our goal to take a radical approach to lending and wealth management. We strive to develop innovative products and tools for faster service and open conversations. Whether our members are looking to buy a home, save money on student loans, or invest in their future, SoFi seeks to provide useful tools, products, and services.

Social Finance, Inc. is the sponsor of an ETF fund family (currently consisting of six funds which have been filed with the SEC) in partnership with Toroso Investments, LLC ("ETF Advisor") and Tidal ETF services, and has a direct economic interest in these funds.

The ETF Advisor serves as investment adviser to the funds and has overall responsibility for the general management and administration of the funds. The ETF Advisor also arranges for sub-advisory, transfer agency, custody, fund administration, and all other related services necessary for the funds to operate. The ETF Advisor has entered into an Agreement with Social Finance Inc., under which Social Finance, Inc. pays many expenses of the funds. Although Social Finance Inc. has agreed to be responsible for expenses, the ETF Advisor retains the ultimate obligation to the funds to pay such expenses. Social Finance, Inc. will also provide marketing support for the funds, including hosting the funds website and preparing marketing materials related to the funds. For these services and payments, Social Finance, Inc. is entitled to a fee based on the total management fee earned by the ETF Advisor under the Advisory Agreement less certain expenses and start-up costs. Social Finance, Inc. does not make investment decisions, provide investment advice, or otherwise act in the capacity of an investment adviser to the funds.

SoFi has conflicts of interests related to the SoFi-sponsored ETFs, including, but not limited to the following conflicts of interest: First, while the investment advisor for the SoFi-sponsored ETFs has agreed to waive management fees for the SoFi-sponsored ETFs used in Automated Investing (SFY and SFYX) until June 30, 2022. At that time, SoFi will earn revenue from the SoFi-sponsored ETFs

based on the investments made by SoFi Wealth clients. SoFi will earn revenue from the selection of ETFs for which SoFi is the sponsor if the underlying funds generate revenue. Second, SoFi receives a marketing benefit of increased brand awareness and marketing reach from SoFi-sponsored ETFs. Third, SoFi Wealth has a conflict of interest when allocating client accounts between SoFi-sponsored ETFs and third-party ETFs. SoFi Wealth is therefore incented to allocate client accounts among SoFi-sponsored ETFs, instead of third-party ETFs, even though third party ETFs may perform more favorably and/or feature lower fees.

The Social Finance, Inc. funds are included in SoFi Wealth portfolios and marketed directly to SoFi Wealth clients. SoFi Wealth does not make investment decisions, provide investment advice, or otherwise act in the capacity of an investment adviser to the funds.

SoFi Wealth uses, suggests and recommends its own services and products in addition to the services and products of affiliated entities in connection with the SoFi Wealth advisory business. The particular services and products recommended will be dependent upon the particular client and their stated objectives. The arrangements described below can involve compensation arrangements which may take the form of commissions, service fees or other equivalents. SoFi clients are not entitled to any compensation received by SoFi affiliates.

Affiliations

Social Finance, Inc. ("SoFi") owns or holds investments in multiple operating companies in addition to SoFi Wealth that offer financial services. Firms affiliated with SoFi Wealth include: SoFi Securities LLC, a registered broker-dealer, SoFi Bank, N.A., SoFi Capital Advisors LLC, an exempt reporting investment adviser, SoFi Digital Assets, LLC, SoFi Lending Corp., a non-bank consumer lending company, SoFi Credit Corp., LLC, Social Finance Life Insurance Agency, LLC., and SoFi Securities (Hong Kong) Limited.

SoFi Wealth may deliver to its clients information about and advertisements for products and services offered by its affiliates, as described in detail below. In addition, SoFi Wealth can recommend specific products from marketing partnerships that Social Finance Inc maintains and as such, Social Finance, Inc. is compensated for these referrals, which is a conflict of interest since it could result in increased compensation to our Firm.

Several of the affiliated companies have activities that create interests for SoFi Wealth that conflict with a client's interests. Please note that SoFi Wealth has established a number of policies and procedures that are designed to identify and address potential conflicts of interest between affiliates.

SoFi Securities, LLC

SoFi Wealth is under common ownership with SoFi Securities LLC, a full-service introducing broker-dealer registered with the Financial Industry Regulatory Authority (“FINRA”) and SIPC. SoFi Wealth and SoFi Securities LLC share office space, personnel, and resources. Many of the SoFi Wealth advisory personnel are also registered representatives with SoFi Securities LLC. SoFi Securities LLC also provides no commission brokerage services to customers under the SoFi Invest umbrella, called “Active Investing”. SoFi Wealth clients may be marketed this service and may choose to participate; however, it would be under a separate, direct agreement with SoFi Securities, LLC and in a separate SoFi Securities, LLC account (and only incidental to their SoFi Wealth activities).

SoFi Wealth clients who purchase securities through the SoFi Wealth platform are required to utilize the brokerage services of our affiliate, SoFi Securities, a member of FINRA and SIPC, which acts as an introducing broker-dealer (or agent for custody) in effecting securities transactions for Clients’ Accounts in which Apex Clearing provides trade execution and clearing services. Additionally, all SoFi Wealth clients who purchase securities through the SoFi Wealth platform are automatically enrolled into the Securities Lending Program through Apex Clearing Corporation. Members are able to opt out of the program by contacting SoFi Wealth at (855) 525-7634. It’s important for individual investors to know that those securities participating in the Securities Lending Program may result in some form of payment from the borrower. This payment may be taxed at a higher rate than a dividend payout. Apex Clearing is broker-dealer, member FINRA and SIPC. Social Finance, Inc. owns a minority ownership interest in Apex Clearing. SoFi Securities LLC may receive fees or other benefits from their role as introducing broker-dealer, including rebates on order flow, securities lending, and by earning interest on uninvested cash in brokerage accounts. SoFi Securities LLC does not charge commissions on trades. However, revenue is earned from rebates on order flow, securities lending, and by earning interest on uninvested cash in brokerage accounts. For the order flow rebates, we use third parties to execute transactions and they pay rebates to SoFi Securities for the opportunity to execute these transactions. However, all parties still have an obligation to execute all customer orders in the most advantageous way for the client. The securities in your account can be lent to Apex Clearing. This does not affect your ability to sell your securities. We are also limited in investment selection; we can only invest your account in securities which are available on Apex’s platform. This causes a conflict of interest, as there may be securities available on other platforms that are not available on Apex’s platform.

All brokerage services provided by SoFi Securities LLC within the scope of SoFi Wealth activities are for the Asset Management Services outlined in Item 4 of this brochure.

SoFi Bank, N.A.

In January, 2022 the Office of the Comptroller of the Currency (OCC) and the Federal Reserve approved the applications of SoFi Technologies, Inc. to become a Bank Holding Company through its

acquisition of Golden Pacific Bancorp, Inc. (OTCPK: GPBI) and its wholly owned subsidiary Golden Pacific Bank, National Association which was completed in February, 2022. With this transaction, Golden Pacific Bank has been renamed SoFi Bank, National Association (“SoFi Bank, N.A.”) and is now an affiliate of SoFi Wealth, Inc.

SoFi Capital Advisors

SoFi Capital Advisors (“SCA”) sponsors certain private investment funds (the “Funds”) to primarily acquire from Affiliates or on the secondary market residual interests issued in asset-backed securitizations sponsored by its wholly owned affiliate SLC, the underlying collateral of which will consist of unsecured private credit education loans originated by SLC or unsecured consumer loans originated by SLC. Loans in the Loan Portfolios have been or will be originated and serviced by SLC. SCA acts as the general partner of the Funds. The Funds issue limited partnership interests therein in a single class or in multiple classes and series within each class to (i) persons or entities that are treated as U.S. persons for U.S. federal income tax purposes (other than U.S. persons generally exempt from taxation in the United States), and (ii) one or more feeder entities established by SoFi, to invest all or substantially all of its assets in one of the Funds.

Social Digital Assets, LLC

SoFi Wealth clients may be marketed the opportunity to invest in cryptocurrencies through SoFi Digital Assets, LLC, which also sits under the umbrella of SoFi Invest. SoFi Wealth will not offer investment advice nor recommendations with respect to cryptocurrencies.

SoFi Lending Corp.

SoFi Lending Corp. (“SLC”) is a non-bank, consumer lending company providing student loans, real estate-secured mortgage loans, personal loans, and consumer credit services to the general public. If you obtain a SoFi Lending loan or other service, SoFi Wealth as an affiliate of SoFi Lending would earn revenue. SoFi Wealth’s affiliation with SoFi Lending Corp. can create interests for SoFi Wealth that conflict with a client’s interests. You are not required to use any SoFi Lending products or services to obtain SoFi Wealth services. However, from time to time, SoFi Wealth may recommend that you use a product offered by SoFi Lending Corp which will create a conflict of interest since it will result in increased compensation to our Firm, Social Finance, and/or other affiliates described herein.

SoFi Credit Corp., LLC

SoFi Credit Corp., LLC (“SoFi Credit”) provides credit card services to cardholders. The SoFi Credit Card is issued by The Bank of Missouri (TBOM) (“Issuer”) pursuant to a license by Mastercard® International Incorporated. If you obtain a SoFi Credit card or other service, SoFi Wealth as an affiliate of SoFi Credit would earn revenue. SoFi Wealth’s affiliation with SoFi Credit creates interests

for SoFi Wealth that could potentially conflict with a client's interests. You are not required to use any SoFi Credit products or services to obtain SoFi Wealth services. However, from time to time, SoFi Wealth may recommend that you use a product offered by SoFi Credit Corp., LLC which will create a conflict of interest since it could result in increased compensation to our Firm, Social Finance Inc., and/or other affiliates described herein.

Social Finance Life Insurance Agency, LLC .

SoFi Wealth clients may be marketed the opportunity to purchase insurance products through SoFi Insurance Holding Corp., who has partnered with a number of affiliates to create competitive insurance products available to SoFi clients. SoFi is compensated for the referral of prospective clients who purchase insurance products through these affiliates. The referral to these insurance products will create a conflict of interest since it could result in increased compensation to our Firm, Social Finance, Inc., and/or other affiliates described herein.

Additional information about SoFi Wealth's structure and directors is provided on Part 1 of SoFi Wealth's Form ADV which is available online at <http://www.adviserinfo.sec.gov>.

SoFi Wealth does not recommend or select other investment advisers for clients.

SoFi Securities (Hong Kong) Limited

SoFi Wealth has entered into an agreement to act as a Service Provider to SoFi Securities (Hong Kong) Limited. SoFi Wealth provides advice on 3-5 model portfolios based on the SoFi Securities (Hong Kong)'s portfolio risk requirements, written advice on a set of ETF Model portfolios, suggests specific allocation percentages to funds in order to meet the target asset allocation, and provides well-diversified recommendations. In addition, SoFi Wealth provides advice on the rebalancing of the portfolios on at least a quarterly basis and prepares quarterly gross-of-fee portfolio performance reports, back-testing results and back-testing performance reports. SoFi Securities (Hong Kong) Limited is responsible for final review and approval of all model portfolios, and is solely responsible for any advice given to its end clients. A conflict of interest may be created based on the fact that the individuals responsible for providing services to SoFi Securities (Hong Kong) also provide similar services for SoFi Wealth, LLC.

Code of Ethics, Participation or Interest in Client Transactions and Personal Trading

SoFi Wealth has adopted a Code of Ethics expressing its commitment to ethical conduct to comply with applicable securities laws including those relating to employees' personal trading, insider trading and anti-money laundering. SoFi Wealth's Code of Ethics describes the firm's fiduciary duties and responsibilities to clients and sets forth SoFi Wealth's practice of supervising the personal

securities transactions of employees. Individuals associated with SoFi Wealth may buy or sell securities for their personal accounts identical to or different from those recommended to clients of the advisor.

Associated persons may buy or sell specific securities for their own accounts that are not purchased or sold for Clients. SoFi Wealth monitors the securities transactions of all associated persons and investigates any unusual patterns that it detects. Neither SoFi Wealth nor any of its associated persons has any material financial interest in client transactions beyond the provision of investment advisory services as disclosed in this brochure. Note that associated persons do not receive incentive compensation, bonuses or commissions for assets under management, product sale commissions or the recommendation or sale of any products.

To avoid a conflict of interest between SoFi Wealth and its clients, SoFi Wealth prohibits principal securities transactions between SoFi Wealth and any advisory client without first obtaining the prior written approval of the Chief Compliance Officer and the written consent of the client. SoFi Wealth will also not cross trades between client accounts. SoFi Wealth will provide a complete copy of its Code of Ethics to any client or prospective client upon request.

Affiliates of the Investment Advisor may provide other services to investors and may receive fees from the investors in such capacities. Other present and future activities of the SoFi Wealth and other Affiliates of SoFi Wealth may give rise to additional conflicts of interest. Notwithstanding such conflicts, SoFi Wealth understands that it is a fiduciary to the investors and is committed to implement the obligations stated in its Code of Ethics.

SoFi Wealth's clients or prospective clients may obtain a copy of the firm's Code of Ethics by contacting a SoFi agent at 855-456-7634, or by utilizing the chat feature on the SoFi app or website.

Review of Accounts

Portfolios are monitored regularly using software that tracks portfolio drift from neutral allocations and cash holdings. Drift is managed as a percentage deviation above and below the neutral allocation, known as tolerance band. When a tolerance band is breached or cash exceeds a maximum threshold, the portfolio is rebalanced to neutral. Investment Committee personnel oversee algorithms and respond to identified exceptions, but each client's account may not be regularly reviewed by such personnel. SoFi Wealth provides quarterly statements on client accounts that show account balances, account activity and profits (losses) of the accounts. These statements are delivered electronically and are made available through the SoFi Wealth website. Statements may be mailed to clients, at their request, for an additional fee.

SoFi Wealth reviews each Client's Account when it is opened, and continuously monitors and periodically rebalances each Client's portfolio to seek to maintain a Client's targeted risk tolerance

and optimal return for the Client's risk level. Note that past performance is no indication of future returns. SoFi Wealth also conducts reviews when material changes may have occurred to a Client's portfolio or investment objectives. On a not less than annual basis, SoFi Wealth contacts each Client to remind them to review and update the profile information they previously provided.

Client Referrals and Other Compensation

SoFi Wealth advertises to attract Clients to establish advisory relationships and maintains agreements with other companies to promote SoFi Wealth to prospective and potential clients. SoFi Wealth maintains marketing services agreements with various companies to promote SoFi Wealth to their customers or website users. SoFi Wealth promotions may appear on social media and other websites, sites that host articles about investment products and services (including products and services of SoFi Wealth corporate affiliates disclosed in Item 9), and other firms with customers or users SoFi Wealth believes might be interested in our services. SoFi Wealth promotions include links to SoFi Wealth.

Promotions offered by such companies may include SoFi offering prospective clients benefits such as reduced advisory fees, additional advisory services, or branded promotional items of nominal value (shirts, hats, etc.) for becoming Clients.

SoFi Wealth pays marketing services fees to companies that promote SoFi Wealth. The fee is often paid based upon the number of customers who reach SoFi through the marketing services and register to become SoFi Wealth clients. SoFi may also pay marketing services fees on a per impression basis. In some cases, SoFi Wealth's fee will be paid only if the client opens an account with a certain amount of investment.

SoFi maintains on its website a disclosure explaining that marketing fees are paid to other websites and other companies for presenting SoFi Wealth promotions and links to SoFi Wealth.

Referral and solicitation programs are operated in compliance with the requirements of Rule 206(4)-3 under the Investment Advisers Act of 1940, as amended, to the extent required by applicable law.

All references to conflicts of interest in the above section are explained further in Item 9: Other Financial Industry Activities and Affiliations.

Financial Information

Registered investment advisers are required in this Item to provide you with certain financial information or disclosures about SoFi Wealth's financial condition. SoFi Wealth has no financial commitment that impairs its ability to meet contractual and fiduciary commitments to clients, and has not been the subject of a bankruptcy proceeding. SoFi Wealth does not require or solicit

prepayment of more than \$1,200 in fees per client, six months or more in advance. Therefore, we are not required to include a balance sheet for our most recent fiscal year.

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