

Customer Relationship Summary

SoFi Securities LLC

Effective November 26, 2024

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://www.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 and other applicable documents available on our [website](https://www.sofi.com).

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

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 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 the 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 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 where 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. Also, see 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 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, 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?"

Exhibit A

Summary of Material Changes

1. What investment services and advice can you provide me?

- a. We removed language that described a brokerage advice program that is no longer being offered.
- b. We added language to describe a new referral arrangement we have entered into with Templum Markets LLC

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

- a. We briefly described and provided a link to more information about our relationship with Templum Markets LLC.