



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, 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 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 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?"



Exhibit A: Summary of Material Changes

November 12, 2024

Introduction

We've made some updates to our Customer Relationship Summary (Form CRS). This exhibit aims to provide a breakdown of what's changed.

What changed?

1. Robo Investing (formerly called Automated Investing):
 - a. Minimum trading threshold has been established. (\$50.00)
 - b. Annual wrap fee changed from 0% to 0.25%.