

SOFI SECURITIES LLC

Statement of Financial Condition as of June 30, 2021 (Unaudited)

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SOFI SECURITIES LLC
STATEMENT OF FINANCIAL CONDITION
JUNE 30, 2021
(Unaudited)

ASSETS	
Cash	\$ 95,154,417
Cash – segregated under federal regulations	7,057,141
Accounts receivable	24,799,671
Due from member and intermediary banks	4,321,255
Software, net	208,333
Securities owned	2,181,160
Prepaid expenses and other assets	11,539,079
Due from affiliates (Note 3)	1,617,553
Total assets	\$ 146,878,609
LIABILITIES AND MEMBER'S EQUITY	
Accounts payable and accrued liabilities	\$ 1,853,063
Due to intermediary banks	3,628,318
Payable to brokerage clients	15,875,994
Due to affiliates (Note 3)	73,599,575
Total liabilities	94,956,950
Commitments and contingencies (Note 7)	
Member's equity	51,921,659
Total liabilities and member's equity	\$ 146,878,609

The accompanying notes are an integral part of the unaudited Statement of Financial Condition.

SOFI SECURITIES LLC

NOTES TO THE STATEMENT OF FINANCIAL CONDITION (UNAUDITED)

1. Nature of business and summary of significant accounting policies

Nature of business

SoFi Securities LLC (the "Company") is a broker-dealer registered with the U.S. Securities and Exchange Commission ("SEC") pursuant to section 15(b) of the Securities Exchange Act of 1934, as amended ("the Act") and is a member of the Financial Industry Regulatory Authority ("FINRA"). The Company's operations consist of operating a cash management account and bank sweep program, in addition to facilitating brokerage transactions through our introductory relationship with APEX Clearing Corporation ("Clearing Broker"), as discussed below.

The Company is wholly owned by Social Finance, Inc. (the "Parent") and is affiliated with SoFi Wealth, LLC ("SoFi Wealth"), an investment advisor registered with the SEC and wholly owned by our Parent. The Company is also affiliated with SoFi Digital Assets LLC, a money transmitter that is licensed by various states and is wholly owned by the Parent.

Introducing arrangement

The Company has a clearing agreement with our Clearing Broker, who executes, clears and settles all customer securities transactions on a fully disclosed basis. Therefore, the Company does not carry or clear customer accounts. The Company's agreement with its Clearing Broker provides that the Clearing Broker will make and keep such records of the transactions effected and cleared in the customer accounts as are customarily made and kept by a clearing broker pursuant to the requirements of Rules 17a-3 and 17a-4 of the Act. Our Clearing Broker also performs all services customarily performed thereon, including the preparation and distribution of customers' confirmation and statements under the Act and the rules of the Self-Regulatory Organizations, of which the Company is a member.

Self-clearing bank sweep program

The Company has regulatory approval from FINRA to implement a bank sweep program wherein its customers may place funds on deposit with the Company, which are then swept out and placed on deposit with member banks within the program (the "Bank Sweep Program"). This approval removed the exemptive relief provided under subparagraph (k)(2)(ii) of SEC Rule 15c3-3 ("the Customer Protection Rule"), thereby making the Company fully subject to the Customer Protection Rule and requiring the Company to hold customer funds in transit in a special reserve account. The Company operates the Bank Sweep Program through the use of an originating partner bank that facilitates the flow of funds from our customers to the Company, an intermediary bank that facilitates the flow of funds from the Company to the member banks, and the member banks that hold the customer funds.

Basis of presentation

The unaudited financial statements have been prepared in conformity with accounting principles generally accepted in the United States of America ("U.S. GAAP").

Use of estimates

The preparation of the unaudited financial statements in conformity with U.S. GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities as of the date of the unaudited financial statements. Actual results could differ from those estimates.

Cash

Cash is held at major financial institutions and is subject to credit risk to the extent those balances exceed applicable Federal Deposit Insurance Corporation or Securities Investor Protection Corporation limitations. Included

in the cash balance as of June 30, 2021 is \$10,733,120, which was segregated under federal regulations on July 1, 2021.

Cash – segregated under federal regulations

Cash segregated and on deposit for regulatory purposes consists primarily of qualified deposits in a special reserve bank account for the exclusive benefit of customers under the Customer Protection Rule. As of June 30, 2021, the balance was \$7,057,141.

Due from member and intermediary banks

Due from member and intermediary banks represents cash advances provided by the Company to facilitate customer transactions with merchants and other banks. The advances are settled between the Company and the member and intermediary banks on the next business day.

Software, net

Software includes purchased software and is amortized utilizing the straight-line method of amortization over a three-year useful life.

Prepaid expenses and other assets

Prepaid expenses and other assets primarily consist of prepaid customer acquisition costs, which are amortized using the units of production method and expensed as new customer accounts are funded.

Securities owned

Securities owned are recorded at fair value based on quoted market prices or other observable market data and rely on Level 1 inputs.

A summary of securities owned as of June 30, 2021 was as follows:

Equities	\$ 572,360
Exchange Traded Funds	1,608,800
Total	<u>\$ 2,181,160</u>

Due to intermediary banks

Due to intermediary banks represents customer cash withdrawals from the Self Clearing Bank Sweep Program that have not yet settled with intermediary banks. The amounts are typically settled between the Company and the intermediary banks on the next day.

Payable to brokerage clients

Payable to brokerage clients represents cash received from customers that has yet to be swept to a member bank as part of the Self Clearing Bank Sweep Program. The amounts are typically settled between the Company and the member banks on the next day.

Income taxes

The Company is a single member limited liability company, which is treated as an entity disregarded as separate from its owner for federal and state income tax purposes and, therefore, does not pay income taxes in any jurisdiction.

Fair value measurements

Fair value is defined as the price that would be received for an asset or paid to transfer a liability (an exit price) in the principal or most advantageous market for the asset or liability in an orderly transaction between market

participants on the measurement date. We use a three-level fair value hierarchy to classify and disclose all assets and liabilities measured at fair value on a recurring basis in periods subsequent to their initial measurement. The hierarchy requires us to use observable inputs when available and to minimize the use of unobservable inputs when determining fair value. The three levels are defined as follows:

Level 1 - Quoted prices in active markets for identical assets or liabilities, accessible by us at the measurement date

Level 2 – Quoted prices for similar assets or liabilities in active markets, or quoted prices for identical or similar assets or liabilities in markets that are not active, or observable inputs other than quoted prices.

Level 3 – Unobservable inputs for assets or liabilities for which there is little or no market data, which requires us to develop our own assumptions. These unobservable assumptions reflect estimates of inputs that market participants would use in pricing the asset or liability.

A financial instrument's categorization within the fair value hierarchy is based on the lowest level of input that is significant to the fair value measurement. The Company's financial instruments measured at fair value on a recurring basis include securities owned, which rely on Level 1 inputs. The Company uses the market approach to determine the fair value and uses quoted prices in active markets for an identical asset to measure the fair value.

Recently adopted accounting pronouncements

We did not adopt any accounting standards during the six months ended June 30, 2021.

2. Fair value measurements

Certain carrying amounts of the Company's financial instruments, including cash, cash – segregated under federal regulations, accounts receivable, due from member and intermediary banks, prepaid expenses and other assets, accounts payable and accrued liabilities, approximate fair value due to their short-term nature.

The following table presents information about the Company's assets and liabilities that are measured at fair value as of June 30, 2021:

		Fair Value			
	Carrying Value	Level 1	Level 2	Level 3	Total
Securities owned:					
Common stock, including exchange-traded funds	\$ 2,181,160	\$ 2,181,160	\$ —	\$ —	\$ 2,181,160

The Company did not have any transfers between levels in the fair value hierarchy during the six months ended June 30, 2021.

3. Related-party transactions

As of June 30, 2021, the amounts due from affiliates were \$1,617,553. This balance represents intercompany receivables for promotion and reward point redemptions in broker-dealer products, which were earned through SoFi affiliate products.

As of June 30, 2021, the amounts due to affiliates were as follows:

Due to SoFi Wealth	\$ 3,176,877
Payable to the Parent under the MSA	5,422,698
Subordinated note payable	65,000,000
Due to Parent	70,422,698
Total due to affiliates	<u>\$ 73,599,575</u>

The Company has an Investment Advisor Services Agreement ("IASA") with an affiliate, SoFi Wealth. SoFi Wealth is an SEC registered Investment Advisor providing financial advisory services primarily to retail investors. SoFi Wealth refers advisory clients to the Company to open brokerage accounts on a fully disclosed basis and carried by the Clearing Broker. Under the IASA, SoFi Wealth retains the right to request repayment from the Company of all customer account fees and clearing expenses relating to the advisory accounts covered by the IASA. During the six months ended June 30, 2021, SoFi Wealth paid \$7,748,825 in fees relating to the advisory accounts on behalf of the Company, which have been fully allocated to the Company. As of June 30, 2021, \$3,176,877 remains outstanding and is presented within Due to affiliates on the unaudited Statement of Financial Condition.

The Company and its Parent, pursuant to a Management Services Agreement ("MSA"), agreed that the Parent will assume responsibility for certain indirect operating expenses incurred by the Company in accordance with FINRA Notice to Members 03-63 (the "Notice"). Consistent with the provisions set forth in the Notice, the Company maintains a schedule of indirect operating expenses paid for by the Parent on behalf of the Company. As of June 30, 2021, the Company has an amount Due to Parent of \$5,422,698 relating to direct expenses paid by the Parent on behalf of the Company, which is presented within Due to affiliates on the unaudited Statement of Financial Condition.

On May 17, 2021, the Company entered into a Subordinated Loan Agreement (the "Agreement") with the Parent for a \$65,000,000 note payable with interest due monthly at a rate of 3.5% for an initial term of one year. The Agreement is deemed to constitute a satisfactory subordination agreement under Appendix D to Rule 15c3-1 under the Securities Exchange Act of 1934, as amended (the "Act" or "SEA"). As of June 30, 2021, the Company had an amount Due to Parent of \$65,000,000 related to the Subordinated Loan Agreement, which is presented within Due to affiliates on the unaudited Statement of Financial Condition.

Executives and directors may apply for the Company's products. The Company believes all such transactions by related persons were made in the ordinary course of business.

4. Off balance sheet transactions

In the normal course of business, the Company maintains a Bank Sweep program that sweeps customer funds between a firm-owned and firm-operated account and a series of member banks through the assistance of an originating partner bank and an intermediary bank. Once the funds have reached the member bank accounts, the amounts are removed from the Company's unaudited Statement of Financial Condition. As of June 30, 2021, the total amount held at member banks was \$594,220,576. Additionally, there were \$15,875,994 of customer funds in transit, which are recorded within Payable to brokerage clients on the unaudited Statement of Financial Condition.

5. Regulatory requirements

The Company is subject to the SEC's Uniform Net Capital Rule ("Exchange Act Rule 15c3-1"), which requires the maintenance of minimum net capital. The Company elected to use the alternative method, permitted by Exchange Act Rule 15c3-1, which requires that the Company maintain net capital equal to the greater of \$250,000 or 2% of aggregate debit items. These regulations also prohibit a broker-dealer from repaying subordinated borrowings, paying cash dividends, making loans to its parent, affiliates or employees, or otherwise entering into transactions which would result in a reduction of its total net capital to less than 150% of its required minimum capital. Moreover, broker-dealers are required to notify the SEC and other regulators prior to repaying subordinated borrowings, paying dividends and making loans to its parent, affiliates or employees, or otherwise entering into transactions, which, if executed, would result in a reduction of 10% or more of its excess net capital (net capital less minimum requirement). The SEC and FINRA have the ability to prohibit or restrict such transactions if the result is detrimental to the financial integrity of the broker-dealer. As of June 30, 2021, the Company had net capital of \$68,008,095, which was in excess of its required net capital.

The Company is also subject to the SEC Customer Protection Rule (SEC Rule 15c3-3), which requires the Company to maintain cash or qualified securities in a segregated reserve account for the exclusive benefit of customers. Amounts included in Cash – segregated under federal regulations represent actual balances on deposit. Cash required to be segregated and on deposit for regulatory purposes as of June 30, 2021 totaled \$15,875,994 and

the balance in the reserve account was \$7,057,141. On July 1, 2021, the Company deposited \$10,733,120 into its segregated reserve bank account to satisfy the reserve requirement.

6. Concentrations of credit risk

The Company is engaged in various trading and brokerage activities in which counterparties primarily include broker-dealers, banks and other financial institutions. In the event counterparties do not fulfill their obligations, the Company may be exposed to risk. The risk of default depends on the creditworthiness of the counterparty or issuer of the instrument. It is the Company's policy to review, as necessary, the credit standing of each counterparty.

7. Commitments and contingencies

Indemnifications

In the normal course of its business, the Company indemnifies and guarantees certain service providers, such as clearing and custody agents, trustees and administrators, against specified potential losses in connection with their acting as an agent of, or providing services to, the Company or its affiliates. The Company also indemnifies some clients against potential losses incurred in the event specified third-party service providers, including sub-custodians and third-party brokers, improperly execute transactions. The maximum potential amount of future payments that the Company could be required to make under these indemnifications cannot be estimated. However, the Company believes that it is unlikely it will have to make material payments under these arrangements and has not recorded any contingent liability in the financial statements for these indemnifications.

The Company provides representations and warranties to counterparties in connection with a variety of commercial transactions and occasionally indemnifies them against potential losses caused by the breach of those representations and warranties. The Company may also provide standard indemnifications to some counterparties to protect them in the event additional taxes are owed or payments are withheld, due either to a change in or adverse application of certain tax laws. These indemnifications generally are standard contractual terms and are entered into in the normal course of business. The maximum potential amount of future payments that the Company could be required to make under these indemnifications cannot be estimated. However, the Company believes that it is unlikely it will have to make material payments under these arrangements and has, therefore, not recorded any contingent liabilities related to these indemnifications as of June 30, 2021.

8. Subsequent events

The Company evaluated events through November 30, 2021, the date that these financial statements were available to be issued, and determined that there were no subsequent events requiring adjustment or disclosure in these unaudited financial statements.