



## REGULATION BEST INTEREST RELATIONSHIP SUMMARY

REG BI

CRD NUMBER 305140

OCTOBER 2022

Folla Capital, LLC ("Folla") is a broker-dealer registered with the Securities and Exchange Commission. Folla is also member of FINRA and SIPC.

Free and simple tools are available to research firms and financial professionals at [Investor.gov/CRS](https://Investor.gov/CRS), which also provides educational materials about broker-dealers, investment advisers, and investing.

### ***What investment services and advice can you provide me?***

Folla offers investments to retail investors through our online platform [www.follacapital.com](https://www.follacapital.com). The investments available to you on our platform are primarily Regulation Crowdfunding (CF) offerings. You can read more information about Regulation CF offerings at <https://www.sec.gov/smallbusiness/exemptofferings/regcrowdfunding>.

Our clients are companies that are seeking to raise capital. We call our clients "issuers". Issuers hire us to list their securities offering on our platform. If you choose to invest in the securities of issuers that we have approved and listed on our platform, your investment will be a decision made solely by you. Although our issuer clients must successfully complete a due-diligence process before we list their offerings on our platform, Folla does not recommend the securities of any issuer. We do not maintain accounts for retail investors. We do not monitor your investments, and we do not advise you on any investment decisions that you make.

Our online platform lists issuers who are offering securities to you, a retail investor, and we work with our clients to advertise these securities offerings not only on our website, but in emails and on other media platforms. Some of the securities offerings listed on our platforms may be limited only to Accredited Investors, and others may require a minimum investment amount. You can see these details in the various listings on our platform.

***Investments in any securities, and particularly securities offered by issuers in Regulation CF offerings, are speculative, illiquid and carry a high degree of risk, including the possible loss of your entire investment.***

### **Questions we can answer:**

- Given my financial situation, should I choose a brokerage service? Why or why not?
- What is your relevant experience, including your licenses, education, and other qualifications? What do these qualifications mean?

### ***What fees will I pay?***

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.

If you invest in Regulation CF securities offered by issuers and listed on our platform and use a credit card, you pay a 3.18% plus \$0.80 per transaction processing fee. There are no fees for ACH, wire transfer, or check, however your bank may charge you a fee for these items. If you choose to invest via an Alto IRA, there are fees charged by Alto IRA (visit Alto IRA's pricing page [here](#)).

For additional information, please refer to <https://www.follacapital.com/faqs> and carefully read all the documents which are listed on our platform in connection with each offering. 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.

**Questions we can answer:**

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

We do not provide recommendations. 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 services that we provide to you. Here are some examples to help you understand what that means.

We receive fees from the issuers that sell securities on our platform. Generally, for each successful raise, we will receive from the issuer: (1) advisory fees from \$1,500 to \$2,500 per month and (2) a placement fee of 6-8% of the funds raised by the issuer. We have an incentive to promote the offerings of the issuers listed on our platform because the more money our clients raise, the higher the fees that we receive will be. We also receive up to 2% for any money raised through bank loans as part of a larger capital raise.

**Questions we can answer:**

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

***How do your financial professionals make money?***

Our financial professionals received a fixed annual salary and each of them is an owner of Folla.

***Do you or your financial professionals have legal or disciplinary history?***

No. Visit [Investor.gov/CRS](http://Investor.gov/CRS) for a free and simple search tool to research Folla and our financial professionals.

**Questions we can answer:**

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

**Questions we can answer:**

- "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?"

***Additional information about Folla Capital, LLC is also available on the Internet at <https://brokercheck.finra.org>. Click "Firm" and search for "Folla Capital, LLC", or search our CRD number, 305140.***

***For up-to-date information about Folla, or for a copy of this Customer Relationship Summary, please call 910-756-3433.***