

RELATIONSHIP GUIDE

About Us

Intercam Securities, Inc. (“We” or the “Firm”) is registered with the U.S. Securities and Exchange Commission (“SEC”) as a securities broker-dealer and is a member of the Financial Industry Regulatory Authority (“FINRA”). We are based in Florida. We offer a variety of accounts and investment options to both retail and institutional customers.

Affiliated Entities

We are affiliated with Intercam Advisors, Inc., which is an investment adviser. Some of our financial professionals are also registered with Intercam Advisors to offer or provide advisory services. Please see Intercam Advisors’ Form ADV Part 2A Brochure available at www.adviserinfo.sec.gov for more information. We are affiliated with Intercam Futures, Inc., an introducing broker registered with the U.S. Commodity Futures Trading Commission and a member of the National Futures Association. Some of our personnel also work for Intercam Futures. We are also affiliated with Intercam Banco Internacional Inc., a bank in Puerto Rico. One of our senior executives is also a member of the Board of Directors of Intercam Banco. We might refer you to one or more of our affiliates if we believe that their services might be suitable for you. Our personnel who also work for our affiliates have a financial incentive to make these referrals.

Capacity in which your Financial Professional is Acting

Your financial professional is a Registered Representative of the Firm. You can obtain background information about your financial professional and the Firm at www.brokercheck.finra.org. When making a recommendation to you regarding investments in your brokerage account, the financial professional is acting as a Registered Representative of Intercam Securities. However, if you also have an investment advisory agreement with Intercam Advisors, then, when your financial professional is making a recommendation, he/she is doing so in his/her capacity as an Investment Adviser Representative of Intercam Advisors.

Capacity in which the Firm is Acting

As a broker-dealer, the Firm will always be acting in an agency or riskless principal capacity. We do not act in a principal capacity. The capacity in which we are acting for a particular transaction will be printed on the confirmation for the transaction.

Material Limitations

There are material limitations to the recommendations we provide. We offer only certain account types, products, and securities. We offer and recommend investment products only from investment sponsors with which we have entered into selling or distribution agreements. We may also offer products from certain investment sponsors with which our clearing firm (Pershing, LLC) has entered into selling or distribution agreements. Other firms may offer products and services not available through us, or the same or similar investment products and services at lower cost.

Additionally, each of our financial professionals is licensed to offer certain categories of products and securities. In some cases, even when a particular product or security is available through our Firm, your financial professional might not be able to recommend or sell that product or security to you if he/she has not successfully completed the requisite qualification examinations. You should ask your financial professional about the securities or services he/she is licensed or qualified to sell, and his/her ability to service investments that you

transfer to us from another firm. You can also review the licenses held by your financial professional by visiting FINRA BrokerCheck at <http://brokercheck.finra.org>.

Requirements for You to Open or Maintain an Account with Us

While we do not have a minimum investment requirement, we charge a \$75 quarterly administrative fee. Additionally, some products or account types do require a minimum investment. Minimum account investment requirements can be found in the applicable prospectus, offering materials, or similar documents. Our affiliate investment adviser, Intercam Advisors, does have minimum account requirements. You can learn more about those requirements in Intercam Advisors' Brochure.

Our Firm's Investment Approach

The Firm uses its industry knowledge and experience to provide brokerage services to retail and institutional customers. Before making a recommendation to a customer, the financial professional seeks to understand the customer's unique financial profile, risk tolerance, and investment objectives. The financial professional strives to recommend investments and strategies consistent with the customer's unique financial needs. Your financial professional may have one or more general investment philosophies that help formulate his/her investment and strategy recommendations. Types of investment philosophies include, without limitation:

- value investing – seeking stocks believed to be currently underpriced by the market;
- fundamentals investing – identifying companies with strong earnings prospects;
- growth investing – identifying companies whose products or services hold the potential to generate strong earnings growth and following a buy and hold strategy;
- technical investing – examining past market data to detect trading activity patterns; and
- active trading – buying and selling securities for quick profit based on short-term movements in price.

Some financial professionals prefer ETFs over mutual funds. Some don't. The financial professional may recommend different families of funds depending on the mutual fund families' expertise in a specific asset class, track record, management fee, and trailing fees paid. Talk to your financial professional about the investment philosophies and other factors driving his/her recommendations. The risks and objectives associated with each investment product will vary. You should review the prospectus or similar offering documents thoroughly before making an investment decision. Contact your financial professional if you have additional questions.

We Do Not Provide Ongoing Monitoring

In a brokerage-only relationship, you make all investment decisions. Unless we state otherwise in writing or unless you have an advisory relationship with our affiliate investment adviser, your financial professional will not monitor your brokerage account assets or make investment decisions for you. You are responsible for monitoring your brokerage account and its investments, including corporate actions. We will only implement investment transactions when you direct us to do so. You make the ultimate decision about your brokerage transactions. We have no obligation to update statements made or information provided with respect to a previous recommendation and we are not responsible for any decision by you to modify or delay the implementation of a recommendation made by us.

We Do Not Provide Legal or Tax Advice

We do not provide legal or tax advice. As appropriate, you should consider engaging the services of a professional estate planner, lawyer, and tax advisor. While we may discuss such matters with you from time to time, such discussions are not to be deemed or considered professional legal or tax advice or services, and you must make any legal or tax decisions with your own legal or tax advisors.

Risks of Investing

All investment strategies and the investments made when implementing those investment strategies involve risk of loss and you should be prepared to bear that loss. The investment performance and the success of any investment strategy or particular investment is never guaranteed and the value of your investments will fluctuate due to market conditions and other factors. The specific type(s) of risks that you will be exposed to will vary depending on investment strategies and individual investments that you select. We do not guarantee that any investment recommendation will be profitable. Moreover, you should understand that past performance is not a guarantee of future results. Before making any investment decision, it is your responsibility to fully understand the investment and the associated risks. Information about the risks of a particular investment is typically available in the prospectus or other offering document, or you can ask your financial professional.

Material Fees, Costs, and Associated Conflicts

Like all financial services providers, the Firm and its financial professionals have conflicts of interest. We receive compensation directly from our customers or indirectly from the investments our customers make. When customers pay us, we typically get paid an upfront commission or sales load at the time of the transaction and in some cases a deferred sales charge. Typically, we are paid more as the customer invests more. When we are paid indirectly from the investments made by customers, we receive ongoing compensation, typically called a “trail” payment, for as long as a customer holds the investment. In addition, we may receive compensation from the sponsors of some of the investment products that customers purchase through us. The amount we receive varies depending on the investment or product type.

It’s important to point out that not all of the conflicts described in this disclosure apply to a particular financial professional, his/her services, or all the products we sell. The types and amounts of compensation we receive change over time. Review the applicable prospectus, offering document, and/or the transaction confirmations. Ask your financial professional if you have any questions regarding compensation, fees, other costs, and/or conflicts of interest.

Sales Compensation

The Firm receives selling compensation when it buys or sells a security. This selling compensation is also referred to as a commission, markup/markdown, placement fee, or sales charge/load. The compensation described in this disclosure represents the maximum gain or profit we receive on a particular type of investment, before subtracting our expenses. The financial professional may be paid a salary, a bonus, amounts based on the revenue generated in the accounts the financial professional services, or a combination thereof. The percentage received can vary depending on his or her agreements with us and the investment product or service recommended and can be more or less than what he/she would receive at another brokerage firm. Bonuses are typically based, at least in part, on the amount of assets serviced or revenue generated by the financial professional. When compensation is based on the level of production or assets, the financial professional has a financial incentive to meet those production or asset levels. Because the amount of selling compensation charged can vary among securities and products, this could create an incentive to sell certain investments over others. It could also create an incentive to recommend a higher number of transactions. Personnel who also work for our affiliates have an incentive to refer you to these affiliates or recommend products or services provided by these entities.

- **Equities and Other Exchange-Traded Securities.** The maximum commission charged by us in an agency capacity on an equity or ETF transaction is 1.25% of the transaction amount or \$100, whichever is higher. The actual commission amount ranges from 0.30% to 1.25% depending upon factors such as the size of the transaction and transaction frequency. Additional execution fees may be imposed by the Clearing Firm (Pershing, LLC). Equity and ETF transactions executed on international exchanges incur additional fees.

- **Fixed Income and Debt Securities (including Preferred Securities):** Typically, fixed-income securities, such as corporate bonds and other types of fixed-income securities are charged a markup or markdown. This means when a customer is seeking to purchase one of these securities it is first purchased by the Firm and placed in a Firm account. The Firm then sells that security to the customer for a higher price and moves the security from the Firm's account into the customer's account. Similarly, when selling one of these securities, the Firm purchases the security from the customer and moves it into a Firm account. The Firm will then sell the security in the marketplace at a higher price. The maximum amount charged in the form of a markup or markdown is typically 3% or \$100 per transaction, whichever is greater. The actual percentage charged depends on factors such as transaction size, term, yield to client, liquidity of the security, and trading frequency. Percentage amounts charged are typically on the higher end (up to 3%) where the security is hard to buy or sell, including where the security is thinly traded or is a low-priced security.
- **Mutual Funds:**
 - **Domestic Funds.** The Firm typically receives an amount under 5.75% sales load on U.S. (domestic) mutual funds, but this amount can be reduced based on a number of factors, including the amount invested and the share class. The Firm shall apply the fee schedule outlined in the prospectus. See the applicable prospectus for the sales loads charged. The sales load reduces the value of your investment. The Firm may also receive trailing compensation on these investments which can vary based on the share class selected.
 - **Offshore Funds.** For off-shore mutual funds, whether we receive a front end load fee or not depends on the share class selected. If applicable, the front end load fee typically ranges from 0.30% up to 5%. The actual percentage will be based on various factors, such as the type of fund (e.g., fixed income, equity, or balanced) and the principal amount invested.
- **Options:** We charge a fixed amount per contract up to \$3 per contract plus a fixed fee of \$75 per transaction.

Understanding Share Classes

The amount of upfront selling compensation versus trailing compensation charged on certain products, such as mutual funds will vary, depending on the share class selected. For U.S. mutual funds, typically, Class A shares will result in a higher upfront sales charge and lower trailing compensation, while the opposite is true for Class C shares. Depending on the length of the holding period for the mutual fund, and other factors, one share class may be less expensive to the investor than another, and we (and the financial professional) may earn more or less in compensation for one share class than another. Because of their characteristics and sales load structure, mutual funds generally should be longer-term investments. Frequent purchases and sales of mutual funds can result in significant sales charges unless the transactions are limited to exchanges among mutual funds offered by a sponsor that permits exchanges without additional sales charges. In order to see a complete list of the share classes available for a particular investment and their respective costs, you should review the investment prospectus, offering document, and/or other transaction statement.

Product Costs and Fees

Financial professionals provide recommendations with respect to a broad range of investment products. Many investment products charge fees and costs that are separate from and in addition to the commissions and fees that the Firm and financial professionals receive. We offer various mutual funds and ETFs, some of which have similar or identical investment strategies but differing fee structures. For example, a mutual fund that is designed to track an index of securities, such as the S&P 500 Index, may have higher or different types of fees than an ETF that is designed to track the same index. Whether a fund or ETF is more expensive than another fund or ETF with a similar or identical investment strategy may depend on factors such as length of holding, size of the

initial investment and other factors. We (and your financial professional) may earn more compensation for one fund or ETF than another, giving us an incentive to recommend the product that pays more compensation to us. Offshore mutual funds typically pay a trail and the overall cost to the investor might be higher for the offshore mutual fund than an ETF that is invested in similar securities. You can learn more about these fees and costs charged by an investment product by reviewing the investment product's prospectus, offering memorandum, or other disclosure documents.

Account Fees

In addition to the commissions and sales charges described above, customers can also be charged direct fees and charges for miscellaneous account services, including, but not limited to transaction processing, transfers, margin, ticket charges, inactivity, and account maintenance. For example, we charge a \$75 quarterly administrative fee. For a complete list of these charges and fees you should review your account agreement and/or fee schedule and discuss with your financial professional.

Registered Representative Specific Compensation

Registered representatives' compensation may vary. Some are paid a base salary. A registered representative's compensation package typically includes a percentage of the selling compensation described herein. Accordingly, your sales representative could be incentivized to recommend more costly products or recommend additional transactions to obtain a greater percentage of the overall revenues. In addition, your financial professional may also receive some bonuses or non-cash compensation (see below), such as expense reimbursements.

Additional Compensation from Third Parties

In addition to the sales compensation described above, we may also receive additional compensation from third parties. This additional compensation could create an incentive for the Firm to recommend certain investments over others. It's important to note that the amount of compensation can change and vary between issuers and product sponsors. In order to receive specific and the most up-to-date information, customers should review the applicable prospectus, offering document, and/or other transaction statement.

- **Other Trailing Compensation:** The Firm receives ongoing trailing compensation, including 12b-1 fees, which are paid from certain investment sponsors for mutual funds, including offshore funds. The amount can vary based on the product and is calculated as an annual percentage of invested assets. For mutual funds, the maximum amount is typically 1.15 percent. We have an incentive to recommend that you purchase and hold investments that generate greater trails.
- **Non-Cash Compensation:** The Firm and its employees periodically receive compensation from investment sponsors that is not in connection with any particular customer or investment. Non-cash compensation includes such items as gifts valued at less than \$100 annually, an occasional dinner or ticket to a sporting event, or reimbursement in connection with educational meetings, customer workshops or events, and advertising.

Additional Conflicts of Interests

- **Gifts and Entertainment:** A conflict of interest may arise when an employee receives or offers a gift, entertainment, or anything of value that creates an incentive for an employee, third party service provider, or a customer to act in a certain way.
- **Loans:** Payments to a financial professional can be in the form of repayable or forgivable loans (e.g., for transition or retention purposes or to assist a financial professional grow his/her securities practice). Forgivable loan incentives generally increase as the financial professional brings more customer assets to us and generates more revenue. If your financial professional is eligible for a forgivable loan or

obtains other loans from us, he or she has an incentive to recommend certain transactions, products, and services over others in order to obtain the benefits or make loan repayments. If we make a loan to a new or existing financial professional, there is also a conflict of interest because our interest in collecting loan payments can affect our ability to objectively supervise the financial professional.

- **Outside Business Activities:** When approved, the financial professional may engage in certain outside business activities. This may include, but is not limited to real estate, accounting, insurance, legal, and other professions. As a result, financial professionals may be incentivized to recommend certain products or services outside the scope of their relationship with the Firm and they may benefit financially from these recommendations. If you engage with a financial professional for services separate from us, you may wish to discuss with him/her any questions you have about the compensation he/she receives from the engagement. In addition, employees may engage in personal trading or outside business activities (including board memberships/directorships) that could conflict with a customer's interests or with the interests of the Firm.

Recommendations to other Professionals

Other Professionals (e.g., lawyers, accountants, trust service providers) may be recommended to clients or engaged directly by the client on an as-needed basis. Although not directly compensated for these referrals to outside entities, your financial professional may receive referrals from these professionals, which might incentivize them to recommend a particular professional over another. Additionally, we may refer you to a banking affiliate, Intercam Banco. Referred customers or prospective customers should be aware that one or more members of our executive team is also affiliated with Intercam Banco. Referring customers or prospective customers to our affiliates has a positive impact on our affiliated group and those employees who are also associated with our affiliates will receive revenue or other economic benefits as a result of a successful referral.

American Express Cards

We are not affiliated in any way with American Express or any of its affiliates or subsidiaries. You must complete an application for the selected card. American Express may require you to submit supporting documentation together with a card application. American Express may also require information and data about you from us. By signing the card application, you agree to allow us to share information about you with American Express. We may share your information at the time the application for the selected card is signed by you and after the card is issued. Information shared may include, without limitation, a copy of your passport or other government-issued identification, contact information, proof of residence, and updated home and business addresses, telephone numbers, and email addresses. American Express reserves the right to ascertain your creditworthiness by obtaining credit bureau or other information, if available. Approval decisions for the issuance of any card are made by American Express and not by us. American Express reserves the right to decline any card application for any reason whatsoever. Issued cards will be sent by American Express directly to the cardholder. We do not receive any issued cards at our offices. Additionally, American Express will deliver directly to the cardmembers' account statements for cards issued. American Express may charge fees in addition to the annual membership fee. The payment of all fees is the responsibility of the cardholder. American Express may from time to time and at its sole discretion, exercise its rights (contractual or otherwise) to add, change or discontinue any feature of any card including but not limited to benefits, services, and fees. We are under no obligation to communicate to you any of these changes. Disputes arising from the use of the card will be governed by your agreement with American Express.

Through the referral program we have entered into with American Express, we receive a referral fee for each successful application introduced by us. The fee we receive is based on the type of card selected by you. We pay your Financial Advisor a flat one-time fee for each card issued. This arrangement creates a conflict of interest in that we have a financial incentive to participate in promotional efforts in connection with these cards.

