

CLIENT RELATIONSHIP SUMMARY

XPYRIA Investment Advisors, Inc. ("[XPYRIA](#)") is registered with the [U.S. Securities and Exchange Commission \("SEC"\)](#) as an Investment Adviser. Brokerage and investment advisory services and fees differ. It is important for a retail investor to understand the differences. There are free tools available for investors to research firms and financial professionals at [Investor.gov/CRS](#). This site also provides educational materials about broker-dealers, investment advisers, and investing.

WHAT INVESTMENT SERVICES AND ADVICE CAN YOU PROVIDE ME?

XPYRIA offers investment advisory services to retail investors. These services include financial planning and wealth management services. Products that we manage include mutual funds, exchange-traded funds ("ETFs"), equities, and fixed income securities. Our service includes ongoing monitoring of your investment portfolio when you have an Investment Management and Financial Planning Agreement. Separate Financial Planning services do not include ongoing monitoring. These services include periodic reviews at the client's request, and XPYRIA prefers they are done no less than twice a year. XPYRIA will manage your account on either a discretionary or non-discretionary basis. Discretionary basis means that we will be authorized by you to make investment recommendations for your account and will buy and sell the securities we have recommended to you. Non-discretionary basis means you as the investor make the ultimate decision whether to purchase or sell the securities recommended to you. XPYRIA does not limit our advice to a limited menu of investments and does not have a minimum account requirement for our services. Additionally, XPYRIA offers advisory services to institutional clients, retirement plans, and corporate entities. For more detailed information about our services, refer to our [Form ADV 2A](#).

QUESTIONS TO ASK YOUR FINANCIAL PROFESSIONAL

- *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?

Description of Principal Fees and Costs: XPYRIA is compensated for investment advisory services either by: (i) a fixed fee, (ii) an asset-based fee, or (iii) an hourly fee. Retail investors are billed in advance on a quarterly basis as of the last day of the preceding quarter unless otherwise directed by the client and agreed to by XPYRIA. Assets Under Management (AUM) fees start at 1% of assets per annum and decline at varying breakpoints. When you are charged an asset-based fee, the more assets there are in your account, the more you will pay in fees, and XPYRIA therefore has an incentive to encourage you to increase the assets in your account.

XPYRIA charges a fixed fee and/or hourly fee for Financial Planning and Special Projects. The services and fees are specified in an agreement between the client and XPYRIA. Fixed fees and/or hourly fees will be charged the rate set forth in your management agreement. Fees are determined based on the nature of the services being provided and the complexity of each client's circumstances.

Description of Other Fees and Costs: All fees paid to XPYRIA are separate and distinct from the fees and expenses that may be charged by other advisors including separate account managers, mutual funds and/or ETFs, custodians, banks and brokers. Other fees charged to you that are related to your account are fees to the custodian and broker, fees related to mutual funds, ETFs, transactional fees and product-level fees.

Additional Information: 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. The fees for investment advisory services are described in further detail in our firm's ADV, in particular [Part 2A brochure, Items 5.A., B., C., and D.](#)

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QUESTIONS TO ASK YOUR FINANCIAL PROFESSIONAL

- *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 adviser, we have to act in your best interest and not put our interest 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 investment advice, we provide you. Here are some examples to help you understand what this means.

When you are charged an asset-based fee, the more assets there are in your account, the more you will pay in fees. Therefore, it will benefit XPYRIA to recommend that clients increase the assets in their account, and make IRA rollovers from 401(k) plans to accounts managed by XPYRIA.

For more detailed information regarding conflicts of interest, please see our [Form ADV, Part 2A brochure](#).

QUESTIONS TO ASK YOUR FINANCIAL PROFESSIONAL

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

HOW DO YOUR FINANCIAL PROFESSIONALS MAKE MONEY?

Our financial professionals are paid a salary and other non-cash compensation in the form of an employee benefits package. Our financial professionals can earn a bonus and additional compensation based on exceptional client service, retaining client relationships, developing new client relationships and the financial results of the firm.

The factors which affect how much our financial professionals are paid include: the amount of client assets they service; the revenue received by the firm for financial advisory services conducted by the financial professional; the time and complexity required to meet a particular clients' financial needs and objectives.

DO YOU OR YOUR FINANCIAL PROFESSIONALS HAVE LEGAL OR DISCIPLINARY HISTORY?

No, XPYRIA does not have any legal or disciplinary history to report. Please see Investor.gov/CRS for a free search tool to research XPYRIA and our Financial Professionals.

QUESTIONS TO ASK YOUR FINANCIAL PROFESSIONAL

- *As a financial professional, do you have any disciplinary history? If so, for what type of conduct?*

ADDITIONAL INFORMATION

You may also find additional information about XPYRIA and your Financial Professional on the SEC's Investment Adviser Public Disclosure website at www.adviserinfo.sec.gov. Please call us at (412) 232-3310 for up-to-date information about our services or to request a copy of our relationship summary.

QUESTIONS TO ASK YOUR FINANCIAL PROFESSIONAL

- *Who is my primary contact person?*
- *Is he or she a representative of an investment adviser?*
- *Who can I talk to if I have concerns about how this person is treating me?*