

**Saybrook Capital Corporation Form CRS (ADV Part III)**

*Beginning 6/30/2020 the SEC requires all registered investment advisers to furnish clients with a "Form Client Relationship Summary" (CRS)*

**Item 1. Introduction**

Saybrook Capital Corporation (SCC) is registered with the Securities and Exchange Commission (SEC) as an investment adviser. Brokerage and investment advisory services and fees differ, and this document seeks to assist you to understand these differences. Free and simple tools are available to research firms and financial professionals at <https://www.investor.gov/CRS>, which also provides educational materials about broker-dealers, investment advisers, and investing.

**Item 2. What investment services and advice can you provide me?**

We offer investment counsel and investment management services to individual and institutional investors.

We provide investment counsel services to address clients' individual needs including asset allocation, tax-sensitivity, ethical investing, family office services, and customized reporting.

We provide investment management, with full discretion over separate account portfolios of individually-managed equities and fixed income, as well as selecting and monitoring certain alternative limited partnership investments for clients to add diversification and complement Saybrook holdings. Account Minimum: \$1 million.

*Questions to ask your financial professional:*

*Given my financial situation, should I choose a brokerage service or investment advisory service? Why or why not?* A brokerage service charges commissions on each trade and is incentivized to trade often in order to increase compensation. An investment advisor charges a quarterly fee based on assets under management and is, therefore, incentivized to increase the value of those assets.

*How will SCC choose investments to recommend to me?* SCC adheres to our "undervalued growth" discipline for selecting growing companies at reasonable valuations. SCC focuses on high-quality companies which have sustainable competitive advantages, demonstrated profitability, low debt, and ethical management with long-term orientation. SCC gains exposure to international growth by investing in multinational companies with long histories operating overseas and the capacity to extend their global reach into emerging regions. SCC maintains concentrated diversification by investing in a limited number of exceptional businesses, which we understand and follow closely, across a range of attractive industries.

*What is our relevant experience, including licenses, education, and other qualifications? What do these qualifications mean?* Saybrook Capital Corporation was founded in New York City in 1976 and merged with Argos Investment Counsel, LLC in 2007. Saybrook is fully owned and operated by two principals, Scott Hirsch and Luke Babcock. Both trained in a similar value-oriented approach and have focused their entire careers on investing. They do their own independent research, make all investment decisions, and are committed to serving Saybrook clients. More biographical detail is found at <https://saybrookcapital.com/about-us.php>.

**Item 3. What fees will I pay?**

Saybrook charges an annual fee in the form of a percentage of clients' assets under management. The fee includes all counsel and management services and is billed quarterly. Thus, you will pay a fee whether you make or lose money on your investments in any given period. That is the only fee that Saybrook charges and the only way that we are compensated. Some clients may also pay fees to custodians and/or brokerages in the form of



custody fees and commissions. 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.

| Assets Under Management   | Annual Fee      |
|---------------------------|-----------------|
| Under \$1 million         | 1.50% of assets |
| From \$1 to \$5 million   | 1.25% of assets |
| From \$5 to \$10 million  | 1.00% of assets |
| From \$10 to \$25 million | 0.75% of assets |
| Amounts over \$25 million | 0.50% of assets |

*Questions to ask your financial professional:*

*Help me understand how these fees and costs might affect my investments. If I give you \$1 million to invest, how much will go to fees and costs, and how much will be invested for me?* The management fee on \$1 million would be \$12,500 per year.

*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?* You should understand and ask us about these conflicts because they can affect the investment advice we provide you. When we act as your investment adviser, we act in your best interest and do not put our interest ahead of yours. We are legally and contractually obligated to act as your fiduciary. Our fee is structured to avoid any conflict of interest.

*How might your conflicts of interest affect me, and how will you address them?* We further avoid any conflict of interest in that Saybrook's owners, employees, and retirement plan are invested in the same way as our clients (i.e. we "eat our own cooking"). Furthermore, we monitor all trades by Saybrook employees and their families, and we make sure all trades are done AFTER clients' trades are completed.

*How do your financial professionals make money?* SCC's financial professionals are compensated based on fees on assets under management minus company expenses.

#### **Item 4. Do you or your financial professionals have legal or disciplinary history?**

Neither SCC or any of its principals or employees have ever been subject of any legal or disciplinary issues or investigations. Visit <https://www.investor.gov/CRS> for a free and simple search tool to research you and your financial professionals.

#### **Item 5. Additional Information**

For additional information about our services or to receive additional, up-to-date information or a copy of this disclosure, please call (631) 725-0696 or email [saybrook@saybrookcapital.com](mailto:saybrook@saybrookcapital.com) or visit our website at <https://saybrookcapital.com/>. Please visit <https://adviserinfo.sec.gov/firm/summary/107679> for our filing with the SEC.

*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?* All clients of SCC have an owner/principal of the firm, Luke Babcock or Scott Hirsch, as their primary contact at the firm. Additionally SCC has a well-trained and long-serving staff of professionals to help with any questions, requests, or concerns.