

### **Item 1: Introduction**

Annandale Capital is registered as an investment advisor with the Securities and Exchange Commission. Free and simple tools are available to research firms and financial professionals at [Investor.gov/CRS](https://www.investor.gov/CRS), along with educational materials about investing, and the differences between investment adviser and broker-dealer services and fees that are important for retail investors to know.

### **Item 2: Relationships and Services**

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

Annandale provides investment advisory services to high-net-worth clients, building portfolios made up of traditional bond and stock investments and investment managers that are complemented by select opportunities in private markets to meet each client's investment objectives and financial needs.

As part of our standard advisory services, we provide ongoing advice and monitoring of client portfolios. On at least a quarterly basis, we have in-depth portfolio reviews for each client account.

The majority of our clients give us discretion to buy and sell securities on their behalf without material limitation. Our standard agreement, combined with custodial account authority documents signed by clients, gives us discretionary authority. For clients electing to open a non-discretionary account, it is the investor that makes the ultimate decisions regarding the purchase and sale of investments.

Annandale intentionally utilizes an open investment platform so as not to limit investment offerings. Our goal is to limit conflicts of interest and to invest in the best opportunities available for clients. We have a minimum of \$5 million, subject to discretion, to provide a high service level for a smaller number of clients.

#### **CONVERSATION STARTERS - Ask your financial professional:**

- Given my financial situation, should I choose an investment advisory service? Why/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?

### **Item 3: Fees, Costs, Conflicts, and Standard of Conduct**

*What fees will I pay?*

Clients who choose to invest in a holistic investment allocation of equity, cash, fixed income, or private investments should expect to pay a 1.00% annual management fee, assessed on the value of the assets at the beginning of each quarter, and paid quarterly in advance. The more assets in your advisory account, the more you will pay us in fees, thus we may have an incentive to encourage you to increase the assets in your account. Additional information about our fees are detailed in our [Form ADV, Part 2A brochure](#).

The custodian that holds your assets charges transaction fees when we buy or sell an investment for you, and has fees for ancillary services such as wires, transfers, and overnight check requests. The custodian's transaction fees are in addition to our firm's fees for our advisory services. Some investments, such as mutual funds, exchange traded funds, and American Depositary Receipts charge additional fees that will reduce the value of your investments over time. 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.

#### **CONVERSATION STARTERS - Ask your financial professional:**

Help me understand how 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**, and in our role as fiduciaries, 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.

- Our primary custodian, Charles Schwab, will at times offer reduced registration fees for conferences or free educational resources. For this reason, a conflict is created that we steer client assets to be custodied at Schwab.
- When clients hire us and have large amounts of cash to invest, we don't fee on the full account until the cash is put to work. Though the lower, average fee is beneficial for the client, it also creates an inherent conflict of interest to put cash to work more quickly.

Additional information can be found in our [Form ADV, Part 2A brochure](#).

**CONVERSATION STARTERS - 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 firm is compensated based on the revenue we earn from advisory services. Individual advisors of our firm are compensated through salary and bonus; and employees who are also owners/partners of the firm are compensated based on firm profits and their respective ownership percentages. No employee of our firm receives additional compensation or reward based on the type of product sold or based on specific product sales commissions. Our firm's advisors do not "own" their own clients. Instead, every client is treated as a client of our firm. As such, compensation derived from assets under management is treated as revenue to the firm to support established salary and bonus structures already in place.

**Item 4: Disciplinary History**

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

No. We recommend investors visit [Investor.gov/CRS](http://Investor.gov/CRS) for a free and simple search tool to research investment firms and/or financial professionals.

**CONVERSATION STARTERS - Ask your financial professional:**

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

**Item 5: Additional Information**

Additional information about our advisory services, including copies of [our firm's ADV](#) and this Form CRS, can be found by visiting our website at [annandalecap.com](http://annandalecap.com). You can also obtain information about our firm by calling (214) 523-5000 and asking to speak to our Chief Compliance Officer.

**CONVERSATION STARTERS - Ask your financial professional:**

- 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?