

Axcelus Financial Distribution Company
Customer Relationship Summary (Form CRS)
January 22, 2024

Introduction

Axcelus Financial Distribution Company (AFDC) is registered with the Securities and Exchange Commission (SEC) as a broker-dealer and is a member of the Financial Industry Regulatory Authority (FINRA).

Brokerage services and investment advisory services plus related fees differ and it is important for you to understand these differences. At [Investor.gov/CRS](https://www.investor.gov/crs) you can research firms and financial professionals and access educational materials about broker-dealers, investment advisors, and investing.

What investment services and advice can you provide me?

AFDC can offer brokerage services to you. We are able to offer for purchase variable life insurance and variable annuity products (Products). We do not provide account monitoring services. You make decisions regarding buying and selling of Products in your account; we do not take discretion.

We do not impose account value minimums, although the investment minimum with our partner companies is typically \$500,000.

Conversation Starters – Ask your Financial Professional:

- Given my financial situation, should I choose investment advisory services? 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?

The fees you will pay vary depending on the Products you and your financial professional discuss. When you invest in Products you may pay distribution charges and you will pay, as applicable, mortality and expense fees, charges for cost of insurance, administration charges and investment option fees. The money you pay into any Product is allocated to underlying investments, which are almost exclusively managed by third parties. Those third parties charge fees and expenses which will reduce the value of your Product. Details of these fees and expenses are further disclosed in offering documents and other agreements for the Product that you will receive at or before point of purchase.

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 investment over time. Please make sure you understand what fees and costs you are paying.

Conversation Starters – 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?

****Please note potential investment minimums.**

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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?

When we provide you with a recommendation, 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 affect the recommendations we provide you. Here is an example to help you understand what this means.

Sales of our affiliates' Products may increase compensation to our representatives thus incentivizing them to offer our affiliate's Products.

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 representatives participate in an incentive compensation plan based upon aggregate production relative to annual business objectives of our affiliates. This compensation varies by Product and by fees assessed with respect to such Products and/or the underlying investments of such Products.

Do your financial professionals have legal or disciplinary history?

No for our firm. Yes for our financial professionals.. For more information, visit brokercheck.finra.org. Please visit [Investor.gov/CRS](https://investor.gov/CRS) for a free and simple search to research us

Conversation Starters – Ask your Financial Professional:

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

and our financial professionals.

Where Can I Find Additional Information?

You can find additional information about AFDC on FINRA's brokercheck.finra.org by clicking on the Firm tab and then searching CRD #38383. If you would like additional, up-to-date information or a copy of this disclosure, please call us at **1-866-873-1641**.

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?