

## Client Relationship Summary Form CRS

### Item 1 – Introduction

Lowe Brockenbrough & Company, Inc. (DBA “Brockenbrough”) (“Registrant”, “we” or “us”) is registered with the Securities and Exchange Commission (“SEC”) as a Registered Investment Adviser (“RIA”). As an RIA, our services and compensation structure differ from that of a registered broker-dealer, and it is important for you to understand the differences. Free and simple tools are available to research firms and financial professionals at [www.Investor.gov/CRS](http://www.Investor.gov/CRS). The site also provides educational materials about broker-dealers, investment advisers and investing.

### Item 2 – Relationships and Services

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

We provide investment advisory services, including discretionary and non-discretionary investment management and financial consulting services to individuals, high net worth individuals, trusts, and estates (our “retail investors”).

When a retail investor engages us to provide investment management services we shall monitor, on a regular basis, the investments in the accounts over which we have investment authority. When engaged on a discretionary basis, we shall have the authority, without prior consultation with you (unless you impose restrictions on our discretionary authority), to buy, sell, trade and allocate the investments within your account(s) consistent with your investment objectives. When engaged on a non-discretionary basis, we recommend specific securities transactions, but the retail investor makes the ultimate decision regarding the purchase or sale of investments. Our investment authority over your account(s) shall continue until our engagement is terminated.

When we provide financial consulting services, we rely upon the information provided for our review and do not verify or monitor any such information while providing this service. Our financial consulting services are completed upon the communication of our recommendations to the retail investor.

We do not limit the scope of our investment advisory services to proprietary products or a limited group or type of investment.

We do not impose a standard minimum annual fee or minimum asset level of investment advisory services. However, we reserve the right to impose a minimum annual fee requirement, at our sole discretion.

For more detailed information about our *Advisory Business* and the *Types of Clients* we generally service, please See Items 4 and 7, respectively in our ADV Part 2A here: <https://adviserinfo.sec.gov/firm/summary/105142>.

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#### Ask Your Investment Professional

- Given my financial situation, should I choose an investment advisory service? Should I choose a brokerage service? Should I choose both types of 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?
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### Item 3 – Fees, Costs, Conflicts, and Standard of Conduct

#### What fees will I pay?

We provide our investment advisory services on a fee-basis. When engaged to provide investment management services, we shall charge a fee calculated as a percentage of your assets under our management (our “AUM Fee”). Our annual AUM Fee is negotiable and shall generally range from 0.25% and 0.90% of client assets, depending on a number of factors including the selected investment strategy, the dollar amount of assets placed under our management, related accounts, the complexity of the overall engagement, and other factors. We typically deduct our AUM Fee from one or more of your investment accounts, in advance, on a quarterly basis. Because our AUM Fee is calculated as a percentage of your assets under management, the more assets you have in your advisory account, the more you will pay us for our investment management services. Therefore, we have an incentive to encourage you to increase the assets maintained in accounts we manage.

In limited circumstances and at our sole discretion, general financial consulting services may be provided as part of our investment management service. For clients with extraordinary financial consulting needs, we may render such services for a separately negotiated hourly or flat fee.

Other Fees and Costs: Your investment assets will be held with a qualified custodian. Custodians generally charge brokerage commissions and/or transaction fees for effecting certain securities transactions (for example, transaction and redemption fees may be charged for certain mutual fund transactions). These charges will be assessed in accordance with the qualified custodian's transaction fee/brokerage commission fee schedule. Clients will generally also incur a nominal exchange fee in connection with each security transaction. In addition, relative to certain mutual fund and exchange traded fund purchases, certain charges will be imposed at the fund level (e.g. management fees and other fund expenses).

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.

For more detailed information about our fees and costs related to our management of your account, please See Items 5 in our ADV Part 2A here: <https://adviserinfo.sec.gov/firm/summary/105142>.

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Ask Your Investment 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 providing recommendations as my broker-dealer or when acting as my investment advisor?
- How does your firm make money and what conflicts of interest do you have?

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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:

- We may recommend that clients invest in affiliated investment vehicles, including affiliated private funds and an affiliated registered investment company.
- We may recommend a particular custodian from whom we receive support services and products, certain of which assist us to better monitor and service your account.
- We may refer clients to other entities in which certain of our executive staff maintain a controlling ownership interest.
- Certain of our associated persons are, in their individual capacities, licensed insurance agents and may recommend that clients purchase insurance products on a commission basis.

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Ask Your Investment Professional

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

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### How do your financial professionals make money?

Our financial professionals are generally compensated on a salary basis, with a bonus component. Financial professionals compensated on a salary basis receive a base compensation package and are eligible to receive additional discretionary bonus compensation based upon a variety of factors, including overall firm performance, individual job performance, client retention, and new client relationships established. You should discuss your financial professional's compensation directly with your financial professional.

### Item 4 – Disciplinary History

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

We encourage you to visit [www.investor.gov/CRS](http://www.investor.gov/CRS) to research our firm and our financial professionals.

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Ask Your Investment Professional

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

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### Item 5 – Additional Information

Additional information about our firm is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov). You may contact our Chief Compliance Officer at any time to request a current copy of your ADV Part 2A or our *relationship summary*. Our Chief Compliance Officer may be reached by phone: 804-288-0404.

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Ask Your Investment Professional

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