



**Ramirez Asset Management, Inc.**  
**Form ADV Part 3 - Client Relationship Summary**  
**June 30, 2020**

**Item 1: Introduction**

Ramirez Asset Management, Inc. is an investment adviser registered with the Securities and Exchange Commission (“SEC”). Investment advisory fees differ from brokerage fees. It is important that you understand the difference. Free and simple search tools are available for you to research firms and investment professionals at [Investor.gov/CRS](http://Investor.gov/CRS). This site also provides educational materials about broker-dealers, investments advisers, and investing.

**Item 2: Relationship and Services**

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

Our firm offers discretionary fee-based investment advisory services to *retail investors*. Your account is managed separately by our firm and custom-tailored to your specific investment objectives based on our review of your financial situation and investment goals. You grant us discretion to decide how investments in your account will be allocated and we provide you with an Investment Policy statement. Your Investment Policy statement describes how we will invest for you.

Our firm offers a customized Balanced Strategy to *retail investors*. This Strategy is a blend of fixed income and equities strategies, or a standalone equities strategy, based on your individual financial goals and the makeup of your total assets. One or more financial professionals, referred to as portfolio managers, are assigned to oversee the day-to-day management of your account. Your account is monitored daily to ensure that how we manage your account is consistent with what we told you in your Investment Policy statement.

**Conversation Starters to ask our Financial Professionals**

- *Given my financial situation, should I choose an investment advisory service? Why or why not?*
- *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 you pay?**

Your investment advisory fee is calculated using the total market value of your account based on the average market value of the assets under management for the preceding calendar quarter, utilizing the beginning and ending values and the fee for your associated strategy, which is 0.75%. One-quarter (1/4) of this annualized fee is then billed to you at the start of the new quarter and represents our investment advisory fee for the previous

quarter. Please make sure you understand what fees and costs you are paying. More details about our fees can be found on our Form ADV Part 2A, Item 5, at [adviserinfo.sec.gov](http://adviserinfo.sec.gov) or at [www.ramirezam.com](http://www.ramirezam.com) in Client Disclosures.

**What are your legal obligations to me when acting as my investment adviser?**

***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 are paid by you for our services 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. Fees and costs will reduce any of the money you make on your investments over time. You pay fees and costs whether you make or lose money on your investments. The more assets there are in your account, the higher your fees will be for the quarter. This may be an incentive for us to encourage you to increase the amount of your assets with our firm.

**Conversation Starter to ask our Financial Professionals**

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

**How do your financial professionals make money?**

Our financial professionals receive salary-based compensation, along with the potential for a year-end incentive bonus based on our firm's overall performance for the year.

**Item 4: Disciplinary History**

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

No. Free and simple search tools are available for you to use at [Investor.gov](http://Investor.gov)/CRS.

**Item 5: Additional Information**

**Where is additional information available?**

If you would like to request a copy of our Client Relationship Summary or any information regarding our firm, please contact Luz Signorile at (212) 248-0547. You can visit [Investor.gov](http://Investor.gov) for a free and simple search tool to research our firm and our financial professionals. For more information on our investment advisory services, see our Form ADV Parts 1 and 2 at [adviserinfo.sec.gov/firm/summary/110637](http://adviserinfo.sec.gov/firm/summary/110637) or refer to our website at [www.ramirezam.com](http://www.ramirezam.com).

**Conversation Starters to ask our Financial Professionals**

- *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?*

If you have any issues with your account, you also may contact our Chief Compliance Officer, Peter Sigismondi by telephone at (212) 378-7154, in writing at 61 Broadway, New York, New York 10006, or via email at [peter.sigismondi@ramirezco.com](mailto:peter.sigismondi@ramirezco.com), and your concerns will be addressed.