

Hanseatic Management Services, Inc.  
Form CRS Customer Relationship Summary  
March 12, 2026

<p><b>Item 1.</b> <b>Introduction</b></p>	<p>Hanseatic Management Services, Inc. (“Hanseatic”) is registered with the Securities and Exchange Commission (SEC) as an investment adviser. Brokerage services and fees differ from investment advisory services and fees. It is important for you to understand these differences. Free and simple tools are available to research firms and financial professionals at <a href="https://www.investor.gov/crs">Investor.gov/CRS</a>, which also provides educational materials about broker dealers, investment advisers, and investing.</p>
<p><b>Item 2.</b> <b>What investment services and advice can you provide me?</b></p>	<p>Hanseatic provides investment advisory services to retail investors, including <b>investment management, investment advice, and financial planning.</b></p> <p><b>Investment Management</b> Hanseatic manages investment portfolios on a discretionary basis, meaning we make investment decisions for your account. Security positions are reviewed daily by a member of our investment team, and at least two team members review each trade decision before execution. The minimum account size is \$100,000, although smaller accounts may be accepted on a case-by-case basis.</p> <p><b>Investment Advice</b> Hanseatic provides investment advice for retirement and other accounts where assets are not directly managed by Hanseatic. Services may be provided on a discretionary or non-discretionary basis. For non-discretionary advice, you make the final investment decisions. There is no minimum account size for investment advice services.</p> <p><b>Financial Planning</b> Hanseatic provides comprehensive or limited-scope financial planning. Services may include cash flow planning, debt management, investment planning, tax planning and preparation, estate planning coordination, and retirement analysis. Financial planning services are governed by a separate written agreement. When appropriate, Hanseatic may recommend its own investment advisory services, which creates a conflict of interest.</p> <p><b>For additional information:</b> See Form ADV Part 2A, Items 4 and 7.</p> <p><b>Ask your financial professional:</b></p> <ul style="list-style-type: none"> <li>• Given my financial situation, should I choose investment advisory services? Why or why not?</li> <li>• How will you choose investments for me?</li> <li>• What is your experience and qualifications?</li> </ul>
<p><b>Item 3.</b> <b>What fees will I pay?</b></p>	<p><b>Investment Management and Investment Advice</b> Fees are charged monthly, in arrears, and are based on the average daily balance of assets under management for the prior month. Fees equal 1/12th of the annual fee stated in your written agreement. For discretionary accounts, fees are typically deducted by the 15th of the month. For non-discretionary accounts, fees are typically invoiced by the 15th of the month. Fees are generally processed around the middle of the month, after custodian statements are available. Fees are prorated when services begin or end. Because fees are based on account value, the more assets in your account, the more you will pay. This creates an incentive for Hanseatic to increase your account balance. Hanseatic does not charge performance-based fees.</p> <p>In addition to Hanseatic’s fees, you may pay other costs such as custodian fees, brokerage commissions, and ETF expenses. You will pay fees and costs whether your investments make or lose money, and these fees will reduce your returns over time.</p> <p><b>Financial Planning</b> Hanseatic offers a complimentary initial consultation. Financial planning fees are separate from investment fees and are disclosed in a written agreement.</p> <ul style="list-style-type: none"> <li>• Base fee for comprehensive planning starts at \$3,000.</li> <li>• An annual retainer option starts at \$8,000.</li> <li>• Additional services outside the agreement may be billed at \$400 per hour with prior approval.</li> </ul>

	<p><b>New Mexico Gross Receipts Tax</b>  For clients who are residents of New Mexico, all fees for services provided by Hanseatic are subject to New Mexico Gross Receipts Tax (“NM GRT”). NM GRT is a tax imposed on Hanseatic and is passed through to New Mexico clients, in addition to stated fees. For additional information: See Form ADV Part 2A, Items 4 and 5.</p> <p>Ask your financial professional:</p> <ul style="list-style-type: none"> <li>• How do these fees affect my investment returns?</li> <li>• If I invest \$10,000, how much goes to fees and costs?</li> </ul>
<p><b>Item 4.</b></p> <p><b>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?</b></p>	<p><b>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 affect the recommendations we provide you. Here are some examples to help you understand what this means.</b></p> <p>When providing investment advice or financial planning services, Hanseatic will recommend itself as the investment manager and recommend its investment products or will recommend itself as an investment advisor when appropriate after analysis.</p> <p>The more assets there are in your account, the more you will pay in fees; therefore, Hanseatic has an incentive to grow your account balance either by its skill in delivering performance returns or by encouraging you to make additions to the assets in your account.</p> <p><b>For additional information:</b> please see our Form ADV, Part 2A Brochure (Item 5).</p> <p><b>Ask your financial professional:</b></p> <ul style="list-style-type: none"> <li>•How might your conflicts of interest affect me, and how will you address them?</li> </ul>
<p><b>Item 5.</b></p> <p><b>How do your financial professionals make money?</b></p>	<p>Hanseatic’s financial professionals are compensated through salary and profit-based bonuses. Some employees may be offered an equity interest over time. Hanseatic does not pay referral fees to unaffiliated persons or firms.</p>
<p><b>Item 6.</b></p> <p><b>Do your financial professionals have legal or disciplinary history?</b></p>	<p><b>No.</b></p> <p>Visit <a href="http://Investor.gov/CRS">Investor.gov/CRS</a> for a free and simple search tool to research us and our financial professionals.</p> <p><b>Ask your financial professional:</b></p> <ul style="list-style-type: none"> <li>•As a financial professional, do you have any disciplinary history? For what type of conduct?</li> </ul>
<p><b>Item 7.</b></p> <p><b>Additional Information</b></p>	<p><b>For additional information about our services,</b> please see our Form ADV, Part 2A Brochure.</p> <p>If you would like additional, up-to-date information, a copy of this disclosure, or a copy of our Form ADV, Part 2A Brochure, please call Amy Stangel, Chief Compliance Officer, at 505-314-5887.</p> <p><b>Ask your financial professional:</b></p> <ul style="list-style-type: none"> <li>•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?</li> </ul>