

# Solicitation Policy

June, 2018  
BNP Paribas Tokyo Branch

BNP Paribas Tokyo Branch (hereinafter called "We") stipulated the following solicitation policies and shall observe each of them in our sales/marketing activities.

1. We shall endeavor to solicit investment in such a manner that it suits to the customer's intention and conditions, being well aware of the customer's experience for investment, the purpose of investment and the financial status etc.
2. We shall endeavor to solicit the products that are suitable to the customer in light of the customer's knowledge and experience for investment.
3. We shall endeavor to explain appropriately the products and the risks in light of the customer's knowledge and experience for investment.
4. We shall endeavor to prioritize the customers' trust surrendered to us, to observe the laws and the other regulations and to solicit for the benefit of the customers' interest.
5. We shall endeavor to make solicitation based on the rationale.
6. We shall not call or visit for solicitation during the hours when the customers would be embarrassed. If a customer feels embarrassed, he can feel free to mention so to our staff.
7. We shall endeavor to provide our staff with sufficient training to avoid inappropriate solicitation.
8. Our staff shall endeavor to constantly develop knowledge and skills so to respond to the customer's trust and expectation.
9. We shall endeavor to strengthen our internal control functions so to comply with the Banking Law, the FIEL and other relevant regulations and to make proper solicitation.
10. We shall endeavor to properly provide the customers with information by which they can make their own investment judgment under their responsibility.