



The Institute of
Bankers Pakistan

Time Allowed: 3 Hours

Maximum Marks:100

Finance of International Trade and Related Treasury Operations

Date: November 21, 2022

JAIBP (Stage-III)

Roll No:

Instructions:

- i. Attempt ALL questions;
- ii. Answers must be neat, relevant and brief;
- iii. In marking the answer sheet, the examiners take into account clarity of exposition, logic of arguments, presentation and language;
- iv. Read the instructions printed inside the top cover of answer script CAREFULLY before attempting the paper;
- v. DO NOT write your Name, Access No. or Roll no. etc. anywhere inside the answer script(s);
- vi. Candidates are advised not to mark any of the objective answer on the question paper, otherwise their paper will be cancelled;
- vii. Question Paper must be returned to invigilator before leaving the examination hall.

SECTION B: SUBJECTIVE

Attempt ALL Questions.

(55 Marks)

- Q1.** State any **FIVE** risk mitigation techniques you would like to suggest as a banker to your client entering into a cross-border trade business. **(5 Marks)**
- Q2.** According to the Chapter 13 of FE Manual by SBP, list the items which are allowed for imports on Open Account basis by Authorized Dealers under following: **(6 Marks)**
- A.** Up to USD 50,000 or equivalent
- B.** Up to USD 10,000 or equivalent
- Q3.** What are the steps for assessing the suitability of the respondent bank in international trade mentioned in the Anti-Money Laundering, Combating the Financing of Terrorism & Countering Proliferation Financing (AML/ CFT/ CPF) Regulations for State Bank of Pakistan's Regulated Entities (SBP-RES)? **(8 Marks)**
- Q4.** Briefly explain the following forms of bill of lading in accordance with the international trade. **(10 Marks)**
- A.** Stale Bill of Lading
- B.** Charter Party Bill of Lading
- C.** Direct Bill of Lading
- D.** Straight Bill of Lading
- E.** Liner Bill of Lading
- Q5.** According to the Export Policy Order April 2022 by Ministry of Commerce, Government of Pakistan, enlist any **FIVE** specific goods which are **NOT** allowed for exports as mentioned in the Schedule – I of the said order. **(5 Marks)**



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Q6.

- A.** Mr. Furqan is a customer of your bank, commencing electronic import business and would like to know about structured import finance facilities that your bank can offer to him as an importer. Enlist **FIVE** facilities that your bank can offer to him. **(5 Marks)**
- B.** What is credit risk? **(2 Marks)**
- C.** State some important measures which can mitigate credit risk. **(4 Marks)**

Q7. Define the following in the light of International Trade. **(10 Marks)**

- A.** Currency Spread
B. Currency Swap
C. Spot Exchange Rate
D. Swap Transaction
E. Put Option (A term used in currency option)

X ——— END OF PAPER ——— X