



The Institute of
Bankers Pakistan

Time Allowed: 3 Hours

Maximum Marks:100

Finance of International Trade and Related Treasury Operations

Date: June 20, 2023

JAIBP (Stage-III)

Roll No:

Instructions:

- i. Attempt ALL questions;
- ii. Answers must be neat, relevant and brief;
- iii. In checking the answers, the examiner takes 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.
- viii. Ensure that you shade your choice on the Optical Mark Reader sheet correctly. Only **ONE** circle must be shaded as shown below:

Correct way A B C D (Choice B is selected)

Incorrect ways A B C D

SECTION B: SUBJECTIVE

Attempt ALL Questions.

(55 Marks)

- Q2.** The seller (exporter) is also faced by number of issues while dealing with an importer in another country. Briefly explain any **FIVE** seller-specific issues in international trade. (10 Marks)
- Q3.** In order to consider a request for an LC, evaluation is necessary of the applicant's creditworthiness, financial strength and type of business. Based on the applicant's business relationship with the bank and other elements of the transaction. The applicant is required to submit an application on the bank's prescribed form, bearing government duty stamp for the appropriate value. Enlist details usually contain under authorized signatures with the application. (8 Marks)
- Q4.** Under the regulation Wire Transfer/ Fund Transfer, what are the responsibilities of intermediary institutions 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)
- Q5.** In case the customer is not engaged in the trade related activities at the time of onboarding, the relevant information shall be captured and made part of Customer's Risk Profile when the customer enters into the domain of trade business.

Enlist the information for the assessment for risk profiling according to the Framework of Managing Risk of Trade Base Money Laundering and Terrorist Financing by State Bank of Pakistan. (6 Marks)



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Q6.

- A. Define Bill of Exchange. **(2 Marks)**
- B. What are the attributes of Bill of Exchange? **(5 Marks)**
- C. Write down any **THREE** advantages of Bill of Exchange. **(3 Marks)**
- D. List down any **THREE** disadvantages of Factoring. **(3 Marks)**

Q7. According to the FE Manual by State Bank of Pakistan:

- A. What is Terms of Import? **(6 Marks)**
- B. Enlist the modes of payment for Import? **(4 Marks)**

X ——— END OF PAPER ——— X