

MBIB 3005 R

M.B.A. DEGREE EXAMINATION, MAY 2026

Third Semester

International Business

EXIM FINANCING AND DOCUMENTATION

(2023 Regulation)

Time : Three hours

Maximum : 75 marks

PART A (5 × 4 = 20 marks)

Answer any FIVE questions.

1. Outline the key components of a typical export documentation package.
2. Demonstrate how an exporter ensures compliance with export trade controls.
3. Define export credit and explain its basic types.
4. Describe the procedure for obtaining a duty drawback on exported goods.
5. Outline the purpose of replenishment licensing in the import procedure.

6. How would a company apply for capital goods under the capital goods licensing policy?

7. Describe how to file for benefits under the Duty Entitlement Pass Book Scheme.

8. Summarize the process of converting a domestic unit into a 100% EOU (Export Oriented Unit).

PART B — (5 × 8 = 40 marks)

Answer any FIVE questions.

9. Chart out the inclusions and exclusions of marine insurance policy.

10. Analyze the role of ISO certification in gaining international market access.

11. Explain with examples how forward exchange cover helps exporters manage currency risk.

12. Critically evaluate the advantages of deferred payment financing in large export projects.

13. Demonstrate the procedure of applying for an Import License using the Import-Export Pass Book.

14. Compare the features of Actual User Licensing vs. Replenishment Licensing.

15. Create a documentation checklist for a firm applying under a duty exemption scheme.

16. Examine the impact of EOU/EPZ/SEZ policies on India's export competitiveness.

PART C — (1 × 15 = 15 marks)

Answer the following.

17. Case study: Compulsory

Case Scenario:

Neo Tech Electronics is a domestic manufacturer looking to import advanced machinery from Japan to upgrade its production unit. The company is also considering converting its existing factory into a Special Economic Zone (SEZ) unit to avail of tax benefits and expand exports.

Questions:

(a) Describe the types of import licenses NeoTech might consider for this import, and explain the procedures for obtaining them under Indian EXIM guidelines.

(b) Analyze the benefits and compliance obligations of converting into an SEZ unit, and evaluate whether it would be a strategic move for NeoTech in the long term.