



INSTITUTE OF  
CHARTERED  
SHIPBROKERS

**MAY 2023 EXAMINATION SESSION**  
**TUESDAY 16<sup>th</sup> MAY 2023 – AFTERNOON**

## **SHIPPING BUSINESS**

Time allowed – three hours

Answer any FIVE questions – all questions carry equal marks

Please read the questions carefully before answering

1. Using the World Map provided clearly identify by marking the position and the name of the following ports:
  - i. New York/New Jersey USA
  - ii. Algeciras, Spain
  - iii. Los Angeles, USA
  - iv. Salalah, Oman
  - v. Port Louis, Mauritius
  - vi. Tianjin, China
  - vii. Jebel Ali, UAE
  - viii. Hamburg, Germany
  - ix. Colombo, Sri Lanka
  - x. Mumbai, India
  - xi. Tilbury, United Kingdom
  - xii. Port Klang, Malaysia
  - xiii. Shanghai, China
  - xiv. Seattle, USA
  - xv. Tanger-Med, Morocco
  - xvi. Busan, South Korea
  - xvii. Port Hedland, Australia
  - xviii. Colón, Panama
  - xix. Santos, Brazil
  - xx. Ho Chi Minh City, Vietnam
  
2. Discuss the functions of a ship management company, and the advantages to an owner of using a third party shipmanagement company to manage their ships.

**PLEASE TURN OVER**

3. Answer **BOTH** parts of the question.

You have just purchased a cargo of 20,000 metric tons of steel products for shipment from Hamburg, Germany to Kobe, Japan under a documentary letter of credit.

- a) Describe the role of the bill of lading under the processing of the letter of credit.
- b) Explain **THREE** measures put in place under a letter of credit to prevent fraud.

4. Answer **BOTH** parts of the question

- a) Describe the different types of charters used in maritime transport.
- b) What are the commercial reasons for using these different charterparties?

5. An existing client is planning to export a container of pharmaceuticals to their long-established customer in Mombasa, Kenya from their factory near London, UK. They want to use either FCA or DDP INCOTERMS TERMS. Explain both options and which one you would suggest be used for this shipment and the reason for your choice.

6. Choose **FOUR** of the following organisations and discuss their role and function.

- a) Lloyds agent
- b) IACS
- c) ICC IMB
- d) UNCTAD
- e) FIATA

7. Companies produce annual accounts of the company's financial position. Describe these financial statements and explain their functions.

8. There are a number of ways in which a company can protect itself from foreign exchange fluctuations. Explain how each of these works? Which one would you use and why?