

Name:	
Enrolment No:	

UNIVERSITY OF PETROLEUM AND ENERGY STUDIES
Online End Semester Examination, December 2020

Course: MARKETING OF NON-FUND PRODUCTS
Program: BBA(FAS)

Semester: 5th
Time: 03 Hours

Course code: FINC2012

Max. Marks: 100

Instructions: Attempt all the questions

SECTION A

(30 Marks)

		Marks	
Q.1.	An _____ is a special type of financial institution that buys the debtors of the bank at a mutually agreed value and attempts to recover the debts or associated securities by itself.	5	CO1
Q.2.	_____ refers to the financial institution, that specializes in international trade and provide an array of services to its clients.	5	CO1
Q.3.	In the United States of America (USA), merchant banks are called '_____'; while in the United Kingdom (UK), they are known as '_____'.	5	CO1
Q.4.	The _____ oversees letters of credit used in international transactions	5	CO2
Q.5.	_____ L/C is the one which cannot be cancelled or amended without the consent of all parties concerned.	5	CO2
Q.6.	Qualified Buyers include _____, _____, _____, and _____.	5	CO2

SECTION B

(50 Marks)

Attempt any 2 out of 3 questions

Q.7.	Merchant banks are financial institutions. They mostly cater to large enterprises and individuals of high net worth. Highlight services offered by the merchant bank. OR Banks are termed as the financial institutions, which act as intermediaries between depositors and borrowers. Besides the usual function of accepting deposits and extending credit, many value added services are also provided by the banks. Indeed, there are different types of banks set up to perform different functions. Illustrate.	10	CO2
Q.8.	The process of converting debt (assets, usually illiquid assets) into securities, which are then bought and sold in the financial markets. Identify the process and describe the same.	10	CO3

Q.9.	<p>What type of debts can the ARC take over? Elucidate the same.</p> <p style="text-align: center;">OR</p> <p>Merchant banking has been statutorily regulate under which regulatory framework. Comment.</p>	10	CO3
Q.10.	<p>If the pool is of student loans and they are used to pay down various tranches, is this called a CDO, or is it an ABS? If a pool of ABSs are used to pay down various tranches, is it then called a CDO?</p> <p style="text-align: center;">OR</p> <p>Can a CMO pool commercial mortgage backed securities, or would that then make it a CDO?</p>	10	CO3
Q.11	<p>The roles of the investment bank will differ depending on whether the bank is representing the seller of a company ("sell-side") or advising a prospective acquirer ("buy-side"). Highlight the key responsibilities of the banker in merger transaction.</p>	10	CO4
SECTION-C (20 Marks)			
Q.12.	<p>In November 2017, YES Bank has raised US\$ 250 million from Taiwanese banks. It has also raised US\$ 150 million from Japanese banks. In 2018, it has raised US\$ 300 million syndicated loan facility from eight banks. These banks are – Bayerische Landesbank, Commerzbank, CTBC Bank, First Abu Dhabi Bank PJSC, Korea Development Bank, State Bank of India, United Overseas Bank and Westpac Banking Corporation. The YES bank has tied up a three-year loan facility in this syndication. A group of Lead Arrangers and Book-runners act as underwriter for the loan facility.</p> <p>Explain the process and the benefits derive to the parties of such type of loan</p> <p style="text-align: center;">OR</p> <p>Financial services rendered by banks or other financial institutions which involved them to use it's own "funds" as the part of their services like loans, factoring, bill discounting etc, are called as _____services and every other services which does not involve the "funds" itself into their services like corporate counselling, locker facilities etc are called _____services.</p> <p>Complete the sentence and distinguish between the same including the following examples:</p> <p>Suppose you have taken housing loan from bank and,</p> <p>Suppose you want to make demand draft to pay for your college fee</p>	20	CO4