

## 2023 年 AIBA 認定貿易アドバイザー試験サンプル問題 (貿易英語)

第1問 次の英文を読み、問1から問5について、最も適切なものを1つ選び、解答用紙にその番号を記入しなさい。

Ukraine has become entirely dependent on alternative European Union routes for its grain exports after Russia last month (ア) ( ) a year-long deal that had allowed them to be shipped safely via its Black Sea ports.

This has exacerbated Brussels' efforts to find a balance between helping Ukraine with the demand of five eastern EU member states to protect their own markets by extending a ban on domestic sales of Ukrainian grain till at least the end of 2023.

A current deal to protect farmers in the five states near to Ukraine - Bulgaria, Hungary, Poland, Romania and Slovakia - is due to expire on Sept. 15.

Here are details on how the temporary ban in the five CEE states has affected sales of Ukrainian grain and its transit to other destinations.

### WHY DID UKRAINIAN GRAIN INFLOWS RISE IN CEE?

Ukrainian grain is exempt from EU customs duties, which has made it cheaper than local production.

Ukraine's proximity and high logistics costs drove an (イ) unprecedented surge in its grain exports into the five states in 2022 and early 2023, creating sales disruptions, squeezing out regional crops from domestic and some export markets, depressing prices and prompting farmers' protests.

Poland's grain imports rose nearly three-fold in 2022 to 3.27 million tonnes, of which 75% was Ukrainian grain, mostly corn and wheat. High imports continued until March 2023. Romania, one of the EU's biggest grain exporters (ウ) in its own right, saw 3.2 million tonnes of Ukrainian grain and oilseeds remain within its borders by May, the agriculture ministry said. Its imports before the start of the war were negligible.

Cezar Gheorghe of Romanian grain market consultancy AGRIColumn, who placed Ukrainian grain sales at around 4.7 million tonnes, said imports continued even after the ban was enforced (エ) under the guise of existing contracts.

Hungary imported up to 50,000 tonnes of grains and oilseeds annually from Ukraine before the war. The flow spiked to 2.5 million tonnes of grains and oilseeds in 2022. In 2023 it was up to 300,000 tonnes until the import ban was put in place. In Slovakia, imports of Ukrainian grain rose to 339,000 tonnes in the second half of 2022, an almost 10-fold increase

versus the first half of the year, official data showed.

#### WHAT HAPPENED AFTER THE IMPORT BAN?

In April, Poland and Hungary (オ) unilaterally closed their borders to imports of Ukrainian grain and other food. Romania, Ukraine's biggest alternative transit route, stopped short of a ban but started sealing transports. In May, the EU allowed five states - Poland, Romania, Hungary and Slovakia all border Ukraine, while Bulgaria lies south of the Danube - to ban domestic sales of Ukrainian wheat, maize and oilseeds till June 5 - later extended to Sept. 15 - while still allowing transit through them for onward export.

After the ban, transit surged. Transit of wheat from Ukraine via Poland jumped to over 90,000 tonnes in June from between 43,000-51,000 a month in the first quarter of this year. Transit of corn increased to 170,000 tons in June from about 50,000-70,000 tons a month in the first quarter of this year, the Polish agriculture ministry said.

Romania has shipped about a third of Ukraine's grain exports since the start of the war through its Black Sea port of Constanta – 8.6 million tonnes in 2022, and 7.5 million tonnes in the first half of this year.

Volumes increased in May and June, particularly via barges on the Danube from Ukraine's river ports.

問1. 下線部 (ア) に入る語のうちで、最も適切なものを下記の中から一つ選びなさい。

- (1) negotiated
- (2) signed
- (3) exited
- (4) attacked

問2. 下線部 (イ) unprecedented の意味として、最も適切なものを下記の中から一つ選びなさい。

- (1) never done or known before
- (2) causing great surprise
- (3) disastrous
- (4) unforgivable

問3. 下線部 (ウ) in its own right の意味として、最も適切なものを下記の中から一つ選びなさい。

- (1) with its acquired permission

- (2) without doubt
- (3) according to its own announcement
- (4) based on its own capacities

問4. 下線部 (エ) under the guise of の意味として、最も適切なものを下記の中から一つ選びなさい。

- (1) by pretending to be
- (2) in violation of
- (3) despite the expiry of
- (4) in relation to

問5. 下線部 (オ) unilaterally と表現している理由は何ですか？ 最も適切なものを下記の中から一つ選びなさい。

- (1) because they were the only two countries to do so among five CEE states
- (2) because they did not ask for permission from EU in advance
- (3) because they did not inform Ukraine in advance
- (4) because Poland and Hungary did not talk to each other

第2問 次の英文はそれぞれの国際契約の一部である。問1.から問4.について、文法・前後関係を総合的に勘案し、解答の番号を解答用紙に記入しなさい。

### **Exclusive Distributorship Agreement**

- The relationship between Company A and Company B shall be that of ( ア ). Company B is an independent contractor and is not the legal representative or agent of Company A for any purpose whatsoever.
- Company A shall not directly or indirectly offer, sell or export products to any third party within ( イ ) through any other channel than Company B.
- Company B shall ( ウ ) Company A against all costs and damages whatsoever arising out of claim by the customers or third parties caused by the acts or defaults of Company B, its employees, agents or representatives.
- Failure by either party to require performance by the other party or to claim a breach of any provisions of this Agreement shall in no manner be deemed to be ( エ ) of such provisions or rights under this Agreement.

問1. 空欄( ア )に入る語句として 最も適切なもの を下記から一つ選びなさい。

- 1 a wholesaler and a retailer

- 2 a parent company and a subsidiary company
- 3 a vender and a vendee
- 4 a contractor and a subcontractor

問2. 空欄( イ )に入る語句として最も適切なものを下記から一つ選びなさい。

- 1 Specimen
- 2 Discretion
- 3 Authority
- 4 Territory

問3. 空欄( ウ )に入る語句として最も適切なものを下記から一つ選びなさい。

- 1 indemnify
- 2 consolidate
- 3 exacerbate
- 4 exemplify

問4. 空欄( エ )に入る語句として最も適切なものを下記から一つ選びなさい。

- 1 a representation
- 2 a waiver
- 3 an infringement
- 4 a succession

第3問 次の英文レターを読み、問1. から問4. について、作者の意図に配慮し、それぞれの指示に従って解答の番号を解答用紙に記入しなさい。

(配点20点)

Dear Sirs,

We have received your letter of October 5 regarding your proposed price increase in from next year. We have thoroughly reviewed the contents and would like to make the following comments:

1. The reasons for a substantial increase in US\$ pricing at this particularly ( ア ) time may probably be ( イ ) from your standpoint. However, we are seriously concerned about the ( ウ ) it will have on the future sales and profit structure of your products in the Japanese market.
2. The consumers here are already showing some resistance for the gradual price increases of your products, caused by the recent ( エ ), as the growth rate of the sales quantity

is slowing down.

3. Further price increase would ( オ ) our strategy to expand the sales of your products in the market.
4. The global economic recovery after the COVID-19 was much slower than expected, thus causing anxiety and uncertainty among the consumers.

問 1. 空欄( ア )と( イ )に入る組み合わせとして最も適切なものを下記から一つ選びなさい。

- 1 (ア) fair (イ) justified
- 2 (ア) unfavorable (イ) warranted
- 3 (ア) reasonable (イ) approved
- 4 (ア) inopportune (イ) blamed

問 2. 空欄( ウ )に入る語句として最も適切なものを下記から一つ選びなさい。

- 1 adverse effect
- 2 inappropriate circumstance
- 3 unexpected situations
- 4 antagonistic provocation

問 3. 空欄( エ )に入る語句として最も適切なものを下記から一つ選びなさい。

- 1 economic stagnation
- 2 oversupply problems
- 3 recessionary trend
- 4 currency fluctuations

問 4. 空欄( オ )に入る語句として最も適切なものを下記から一つ選びなさい。

- 1 rectify
- 2 discourage
- 3 enforce
- 4 unleash

第 4 問 次の説明文について、それぞれ該当する語句として最も適切なものを一つ選び、解答用紙にその番号を記入しなさい。

問 1. The literal sense is “requisite effort” but in financial setting, this means an investigation or audit of a potential investment consummated by a prospective buyer. The objective

is to confirm the accuracy of the seller's information and appraise its value. This is typically undertaken by investors and companies considering M&A deals.

- 1 Fiduciary duty
- 2 Accuracy valuation
- 3 Due diligence
- 4 Appraisal routine

問2. The United States launched this framework in May 2022 seeking to advance resilience, sustainability, inclusiveness, economic growth, fairness, and competitiveness among the 14 countries, representing 40% of world GDP. There are four pillars in this framework, covering Trade; Supply Chains; Clean Economy; and Fair Economy.

- 1 APEP
- 2 CPTPP
- 3 IPEF
- 4 RCEP

<解答>

第1問

問1. 3

問2. 1

問3. 4

問4. 1

問5. 2

第2問

問1. 3

問2. 4

問3. 1

問4. 2

第3問

問1. 2

問2. 1

問3. 4

問4. 2

第4問

問1. 3

問2. 3