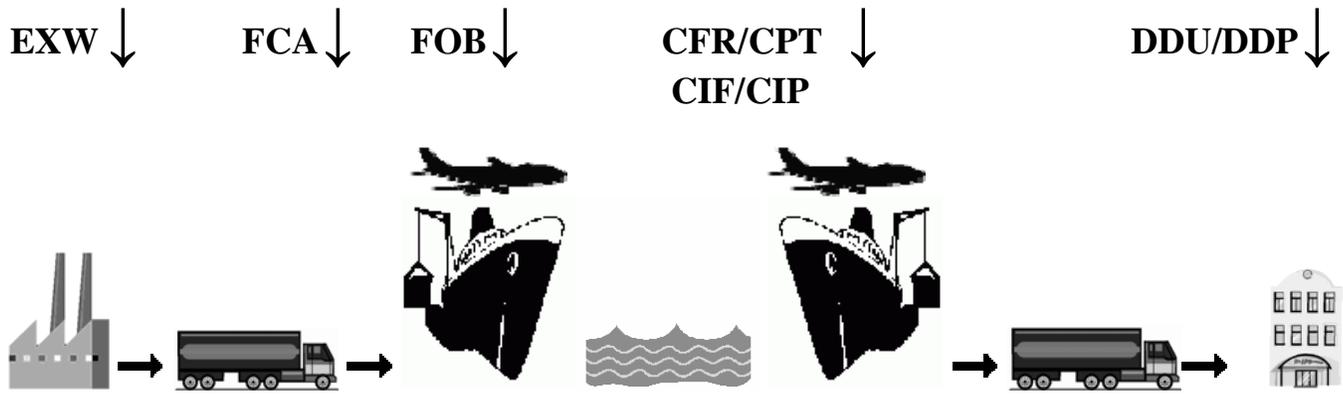


INCOTERMS DIAGRAM

INCOTerms set out the responsibilities of each party (seller/exporter & buyer/importer) for each aspect of the transit.



EXW – Ex Works (Named Place)

The seller makes the goods available at their premises packed for export with commercial documents.

FCA – Free Carrier (Named Place)

The seller delivers the goods, cleared for export, to the carrier nominated by the buyer at the named place.

FOB – Free On Board (Named Port of Shipment)

The seller delivers when the goods pass the ships rail or are loaded onto the aircraft at the named port of shipment.

CFR – Cost & Freight (Named Port of Destination)

CPT – Carriage Paid To (Named Place of Destination)

The seller pays the cost and Freight to bring the goods to the named port/place of destination but risk of loss or damage to the goods is transferred from the seller to the buyer when the goods are loaded on board the vessel or aircraft.

CIF – Cost Insurance Freight (Named Port of Destination)

CIP – Carriage & Insurance Paid To (Named Place of Destination)

The seller pays the cost and freight necessary to bring the goods to the named port/place of destination and also procures Transit Insurance against the buyer's risk of loss or damage to the goods during carriage.

DDU – Delivered Duty Unpaid (Named Place of Destination)

The seller bears the costs and risks of shipment up to delivery to the buyer, at the named place of destination, not cleared for import.

DDP – Delivered Duty Paid (Named Place of Destination)

The seller bears the costs and risks of shipment up to delivery to the buyer, at the named place of destination, including customs clearance and any import duties/taxes payable.

***** Please use the above as a general guide only to the more common terms used. A more detailed explanation of Incoterms 2000 can be found on the International Chamber of Commerce website at www.iccwbo.org/incoterms *****