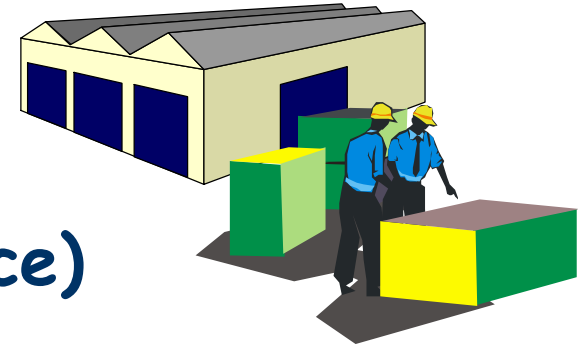


The 13 Incoterms:

Group E - Departure

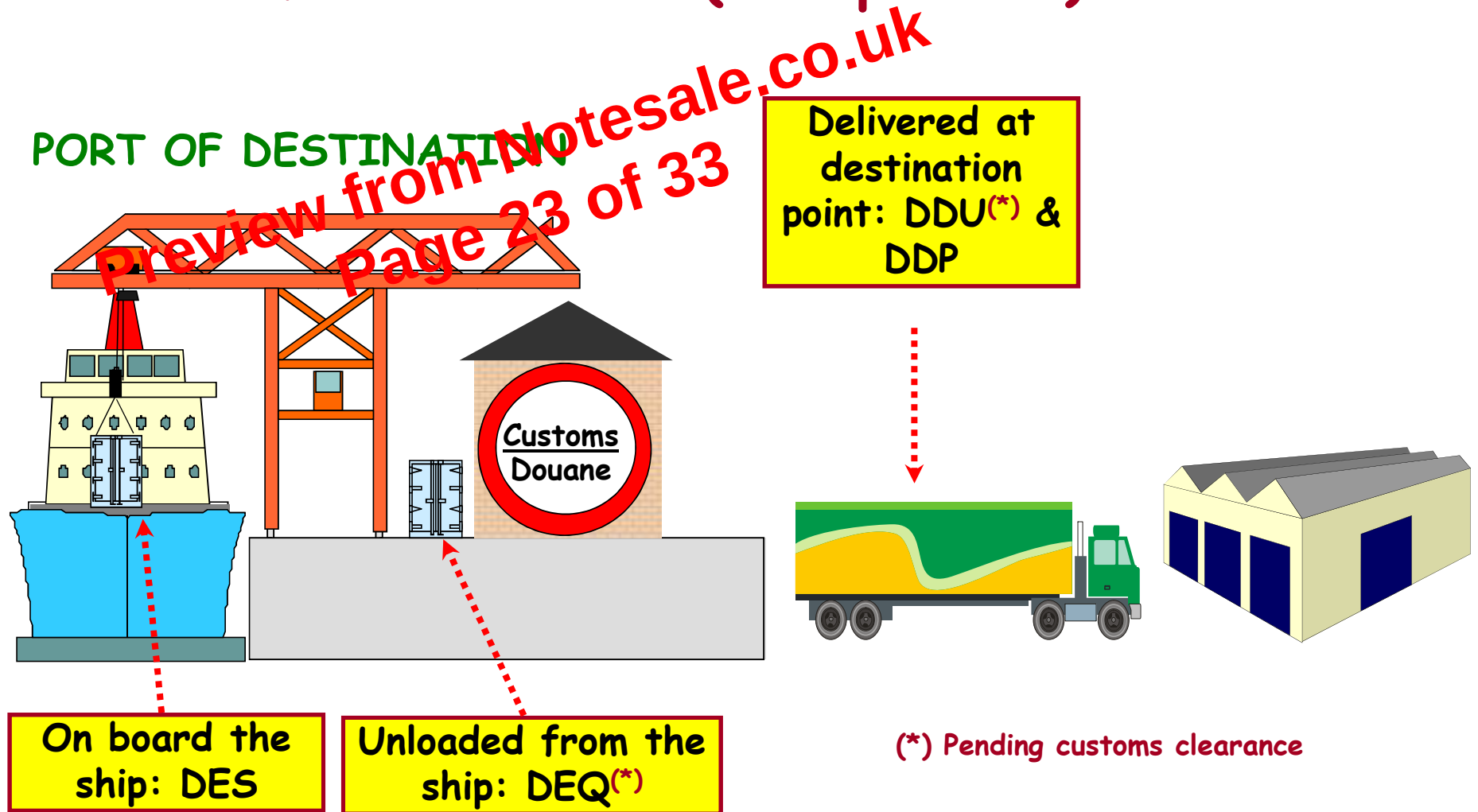


EXW "EX WORKS" (...named place)

The seller delivers when he places the goods at the disposal of the buyer at the seller's premises or another named location (I.e., works, factory, warehouse, etc.) not cleared for export and not loaded on any collecting vehicle.

Mode of transport: Any mode

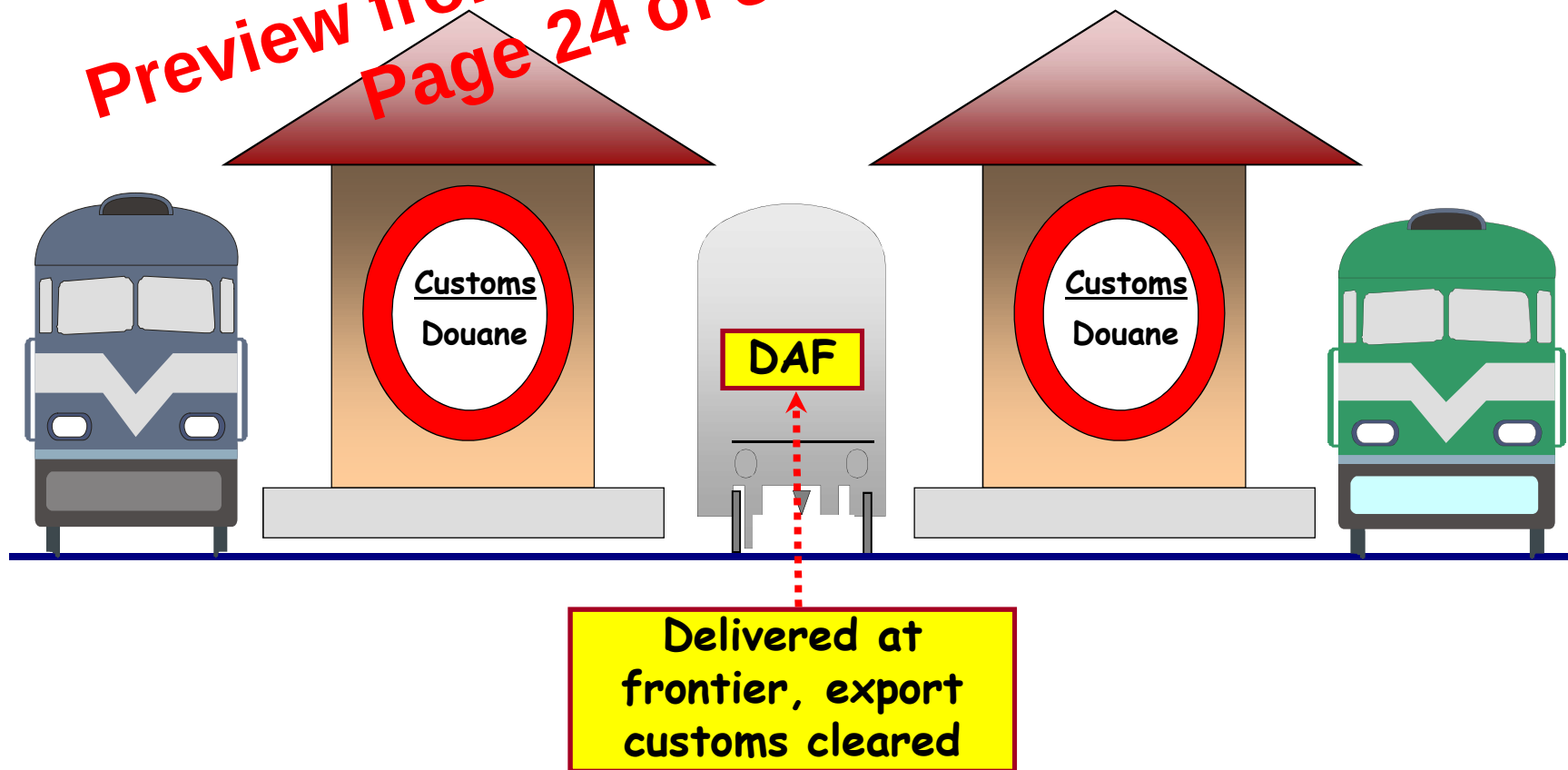
Point of delivery & transfer of risk for "D" terms (except DAF)



DAF terms are commonly used
for land transport

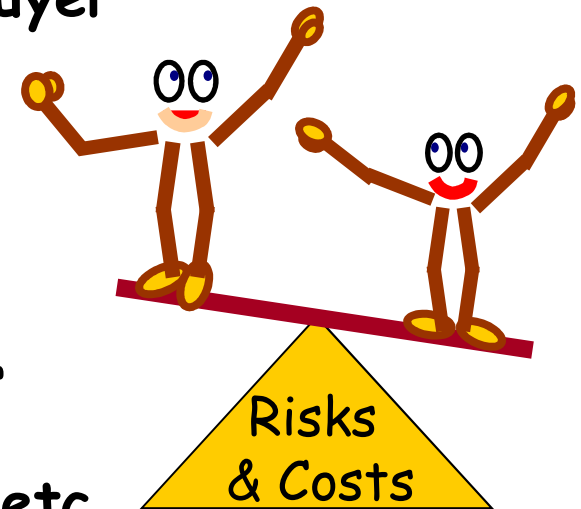
COUNTRY OF EXPORT

COUNTRY OF IMPORT

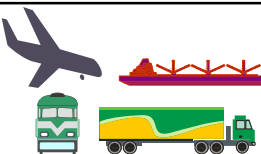


Each of the Incoterms has an impact on:

- Seller's provision of the goods vs. buyer's payment
- Who is responsible for licenses, authorisations and other formalities
- Who is responsible for contracts of carriage & insurance
- Delivery by seller & taking delivery by buyer
- Transfer of risks
- Division of costs between buyer & seller
- Respective notices to the buyer or seller
- Proof of delivery, transport documents, etc
- Checking, packing & marking for the seller vs. inspection for the buyer



Incoterms Point of delivery of the goods and transfer of risk

E	EXW	<i>Ex works</i> 	Upon delivery of goods at the seller's premises (named place)
	FCA	<i>Free carrier</i> 	Upon delivery of goods to the carrier (named place)
F	FAS	<i>Free alongside ship</i> 	Upon delivery of goods alongside ship (named port of shipment)
	FOB	<i>Free on board</i> 	When the goods pass the ship's rail at the named port of shipment
	CFR	<i>Cost and freight</i> 	When the goods pass the ship's rail at the port of shipment
	CIF	<i>Cost, insurance and freight</i> 	When the goods pass the ship's rail at the port of shipment
C	CPT	<i>Carriage paid to</i> 	Upon delivery of goods to the carrier (named place)
	CIP	<i>Carriage and insurance paid to</i> 	Upon delivery of goods to the carrier (named place)