

### Regulated collaboration. With Incoterms.

TERM	Export Custom Procedure	Transport Contract	Place of Delivery	Transfer of Liability S ⊗ B	Transfer of Costs S ⊗ B	Transport Insurance	Import Customs Clearance
<b>EXW</b>	B	B	Ex Works – Shippers works	Place of delivery			B
<b>FCA</b>	S	B	Free Carrier – Handover to carrier at named place	Place of delivery			B
<b>FAS*</b>	S	B	Free Alongside Ship – Goods are handed over alongside ship in the port of loading at the quays	Place of delivery			B
<b>FOB*</b>	S	B	Free on Board – Ocean vessel in the port of loading	Ship's rail at shipping port			B
<b>CFR*</b>	S	S	Cost & Freight – Ocean vessel in the port of loading	Ship's rail at port of loading	Port of discharge		B
<b>CIF*</b>	S	S	Cost, Insurance & Freight – Ocean vessel in the port of loading	Ship's rail at port of loading	Port of discharge	S in favour of B, min. cover 110 %, S pays premium	B
<b>CPT</b>	S	S	Carriage Paid To – Place of handover to the carrier who fulfills the transportation contract	Place of delivery	Place of Destination	S in favour of B, min. cover 110 %, S pays premium	B
<b>CIP</b>	S	S	Carriage & Insurance Paid To – Place of handover to the carrier who fulfills the transportation contract	Place of delivery	Place of Destination		B
<b>DAT</b>	S	S	Named Terminal in the country of import	Named Terminal in the country of import			K
<b>DAP</b>	S	S	Named Place in the country of import	Named Place in the country of import			K
<b>DDP</b>	S	S	Delivered Duty Paid – Named destination in the country of import	Destination in the country of import			S

S = Seller B = Buyer \*terms must only be used for transportation by ship

■ named place ■ named port of destination ■ named port of shipment ■ named place of destination

International Commercial Terms (Incoterms) – clauses defined by the International Chamber of Commerce to determine conditions of international commercial transport.