








# INCOTERMS 2000

## LEGEND

	SELLER	BUYER
COST	Green	Purple
RISK	Green	Orange

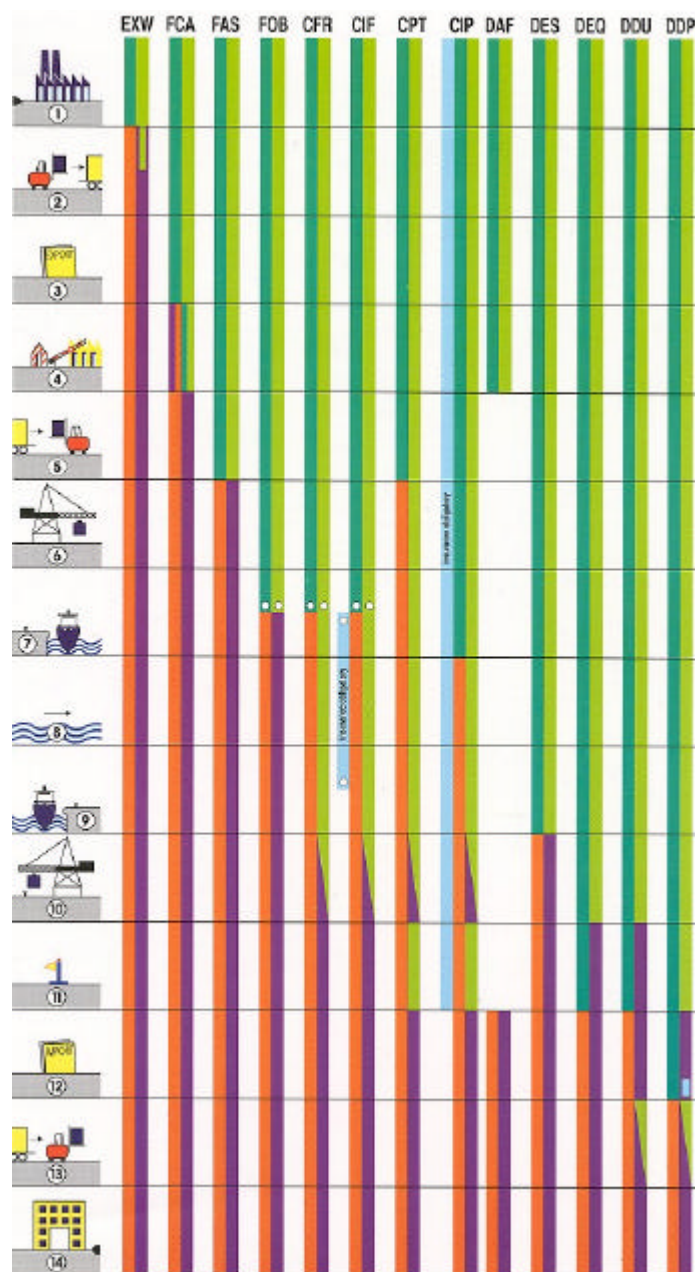
-  Ex Works loaded can be agreed
-  Ship's rail
-  FCA at seller's premises
-  FCA at buyer's premises
-  The seller pays for the discharging costs when included in the freight rate
-  Some costs may be excluded from the seller's obligations by adding: 'delivered duty paid, VAT unpaid (...named place of destination)'
-  Insurance obligatory

### Respective critical points

- |   |  |
|---|--|
| 1. seller's premises  | 8. main carriage                             |
| 2. loading : on seller's premises                           | 9. port of destination                       |
| 3. export clearance   | 10. discharging                              |
| 4. named place; can be a terminal, warehouse, frontier, ... | 11. name place; can be a terminal, warehouse |
| 5. unload to terminal                                       | 12. import clearance                         |
| 6. delivery on board  | 13. unloading the means of transport         |
| 7. port of shipment   | 14. buyer's premises                         |

### The 13 Incoterms

- EXW** EX WORKS (...name place)
- FCA** FREE CARRIER (...name place)
- FAS** FREE ALONGSIDE SHIP (...named port of shipment)
- FOB** FREE ON BOARD (...named port of shipment)
- CFR** COST AND FREIGHT (... named port of destination)
- CIF** COST, INSURANCE AND FREIGHT (...named port of destination)
- CPT** CARRIAGE PAID TO (...named place of destination)
- CIP** CARRIAGE AND INSURANCE PAID TO (...named place of destination)
- DAF** DELIVERED AT FRONTIER (...named place)
- DES** DELIVERED EX SHIP (...named port of destination)
- DEQ** DELIVERED EX QUAY (...named port of destination)
- DDU** DELIVERED DUTY UNPAID (...named place of destination)
- DDP** DELIVERED DUTY PAID (...named place of destination)



EXW covers the seller's minimum obligations, putting the goods at the buyer's disposal while they are still on the Seller's premises.

DDP expresses the maximum obligations for the seller, delivery is completed when goods are cleared for import and placed at the buyer's disposal at the named place of destination. You can avoid problems and expenses when you name the relevant locations whenever an Incoterm is inserted into a contract. DAF should always be accompanied by a reference to the exact place and specification on which frontier delivery is to be made.

Examples of correct use of Incoterms : FOB Bangkok Incoterms 2000

This graphical presentation of the Incoterms 2000 serves only as a guideline and cannot make the necessary differentiation. For further details we refer to the Incoterms 2000 English-French edition from ICC Publishing in Paris (ICC - 38, cours Albert 1, F-75008 Paris).