

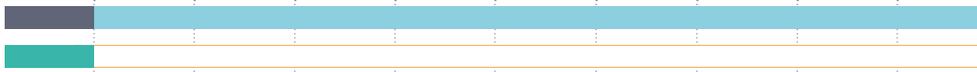
Insurance liability, assumption of risks and costs pursuant to Incoterms® 2020

Term	The seller must ...	The buyer bears all risk ...
EXW (EX Works) (at seller's premises or another named place , i.e. works, factory, warehouse)	place the goods at the disposal of the buyer at the seller's premises, not loaded on any collecting vehicle.	when the goods have been placed at the seller's premises.
FCA (Free CArrier) (named place , i.e. seller's premises)	deliver the goods to the named carrier at the seller's premises and load them on the means of transport provided by the carrier, cleared für export.	when the goods have been delivered to the carrier at the named place (loaded vehicle).
FCA (Free CArrier) (named place , i.e. any other place)	deliver the goods to the named carrier at any other place, cleared für export. The seller is not responsible for unloading .	when the goods have been delivered unloaded at the carrier.
FAS (Free ALongside SHip) (named port of shipment)	place the goods alongside the vessel at the named port of shipment, cleared for export.	when the goods have been delivered alongside the vessel at the named port of shipment .
FOB (Free On Board) (named port of shipment)	deliver the goods on board the vessel at the named port of shipment and bear all risks of loss of or damage until that moment.	when the goods are on board the vessel nominated by him.
CFR (Cost and FReight) (named port of shipment)	deliver the goods on board the vessel at the port of shipment .	when the goods are on board at the port of shipment and must receive the goods from the carrier at the named port of destination .
CIF (Cost, Insurance and FReight) (named port of shipment)	- in addition to CFR - procure marine insurance (only with minimum cover (Clause C) including 10% anticipated profit) during the carriage. If there are RESTRICTIONS and/ or SANCTIONS against the provisioning of insurance cover, CFR should be chosen!	when the goods are on board at the port of shipment and must receive the goods from the carrier at the named port of destination.
CPT (Carriage Paid To) (named port of shipment)	deliver to the carrier nominated by him and pay the costs of carriage necessary to bring the goods to the named place of destination.	when the goods have been delivered to the carrier and must receive them from the carrier at the named place.
CIP (Carriage and Insurance Paid to) (named port of shipment)	- in addition to CPT - procure cargo insurance (with maximum cover (Clause A) including 10% anticipated profit) during the carriage. If there are RESTRICTIONS and / or SANCTIONS against the provisioning of insurance cover, CPT should be chosen!	when the goods have been delivered to the carrier and must receive them from the carrier at the named place.
DAP (Delivered At Place) (named port of shipment)	bear costs and risks until the goods are placed at the disposal of the buyer on the arriving means of transport ready for unloading at the named place of destination.	when the goods - not cleared for import - have been placed, not unloaded from any arriving means of transport.
DPU (Delivered at Place Unloaded) (named place of destination unloaded)	place the goods - unloaded from the arriving means of transport - at the named place of destination.	when the goods - not cleared for import - have been placed at the named place of destination unloaded from the arriving means of transport.
DDP (Delivered Duty Paid) (named place of destination)	bear costs and risks (including any duty for import) involved in bringing the goods at the named place in the country of destination .	when the goods - cleared for import - have been placed at the named place of destination, not unloaded from any arriving means of transport.

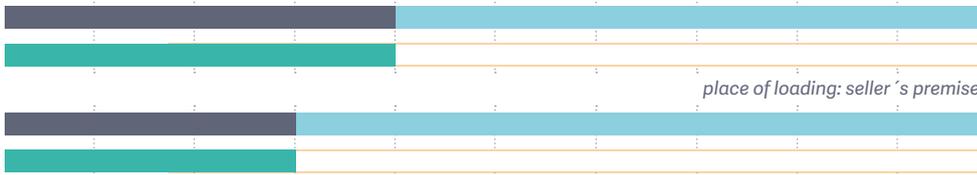


- Transport insurance is the responsibility of the seller
- seller's cost
- seller's risk
- buyer's risk
- buyer's cost

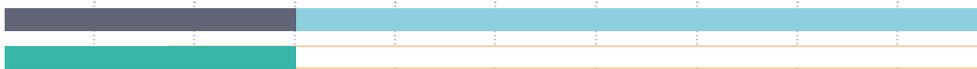
EXW ex works



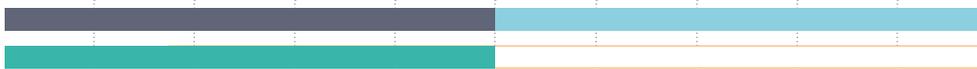
FCA free carrier (2 options)



FAS free alongside ship



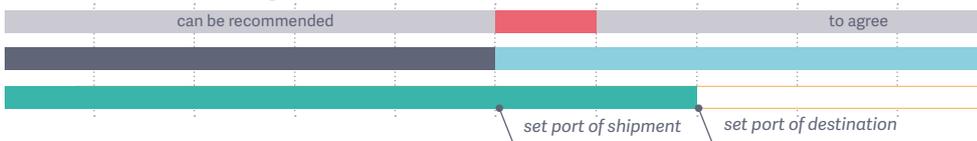
FOB free on board



CFR cost and freight



CIF cost, insurance and freight



CPT carriage paid to



CIP carriage and insurance paid to



DAP delivered at place



DPU place of destination



DDP delivered duty paid



Mode of Transport

(accomplishment with equivalent means of transport) and the applicable Incoterms®-Rules 2020

Any mode of transport including multimodal transport

- EXW** Ex Works (...named place)
- FCA** Free Carrier (... named place)
- CPT** Carriage Paid To (...named place of destination)
- CIP** Carriage and Insurance Paid to (... named place of destination)
- DAP** Delivered At Place (... named place of destination)
- DPU** Delivered at Place Unloaded (... named place of destination)
- DDP** Delivered Duty Paid (... named place of destination)

Sea and inland waterway transport

- 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)



a sure step forward

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