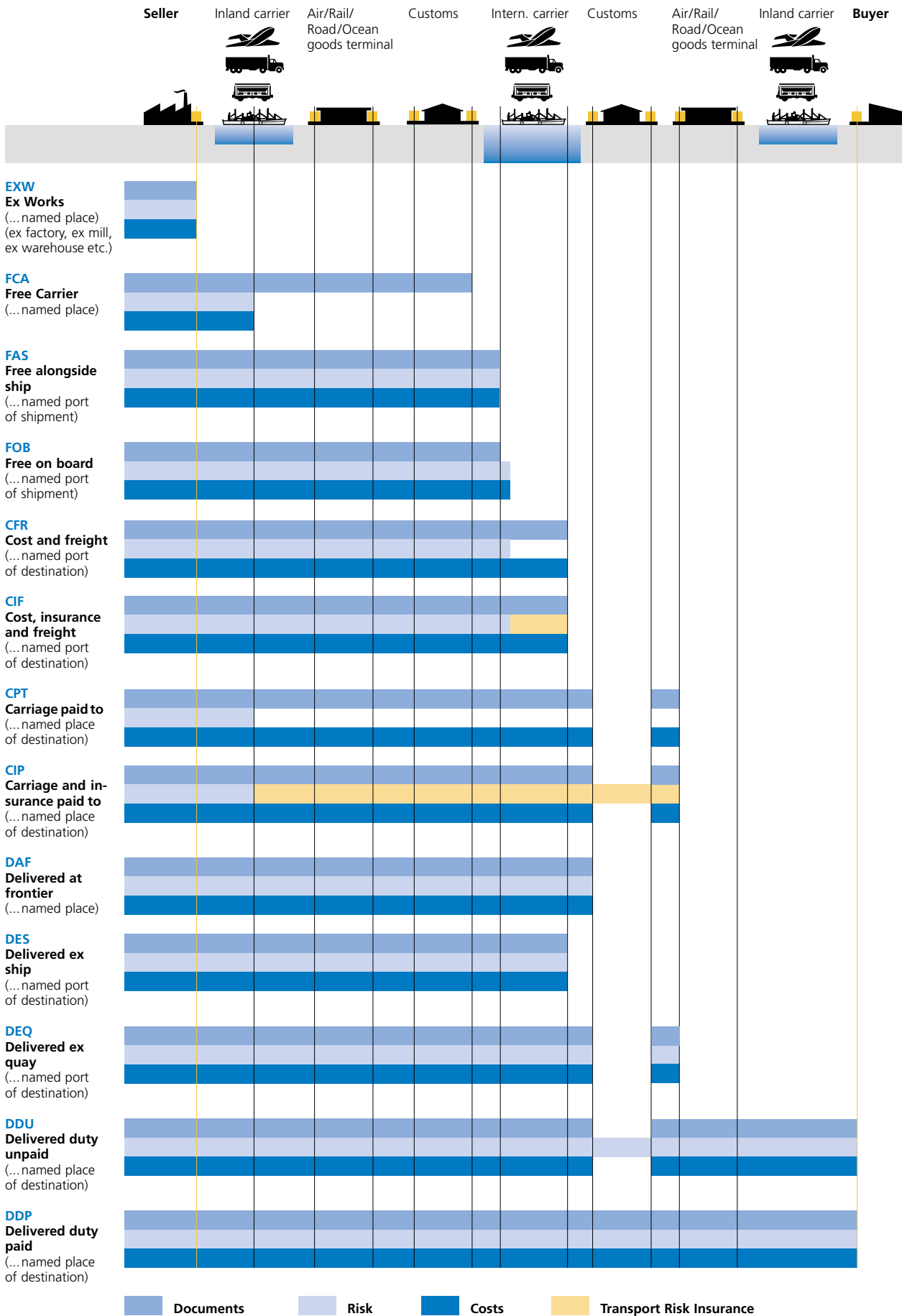


Trade and Export Finance.

Incoterms 2000.

Group	Code	When to use	Complete text English/German	Delivery (transfer of risk) and transfer of costs
E	EXW	For any mode of transport	Ex works (...named place) Ab Werk (...benannter Ort)	"Ex works (...named place)" means that the seller delivers when he places the goods at the disposal of the buyer at the seller's premises or another named place (i.e. works, factory, warehouse, etc.) not cleared for export and not loaded on any collecting vehicle.
F	FCA	For any mode of transport	Free carrier (...named place) Frei Frachtführer (...benannter Ort)	"Free carrier (...named place)" means that the seller delivers the goods, cleared for export, to the carrier nominated by the buyer at the named place.
	FAS	Only for sea or inland waterway transport	Free alongside ship (...named port of shipment) Frei Längsseite Schiff (...benannter Verschiffungshafen)	"Free alongside ship (...named port of shipment)" means that the seller delivers when the goods, cleared for export, are placed alongside the vessel at the named port of shipment.
	FOB	Only for sea or inland waterway transport	Free on board (...named port of shipment) Frei an Bord (...benannter Verschiffungshafen)	"Free on board (...named port of shipment)" means that the seller delivers when the goods, cleared for export, pass the ship's rail at the named port of shipment.
C	CFR	Only for sea or inland waterway transport	Cost and freight (...named port of destination) Kosten und Fracht (...benannter Bestimmungshafen)	"Cost and freight (...named port of destination)" means that the seller delivers when the goods, cleared for export, pass the ship's rail at the named port of shipment. However, he also bears the cost and freight to the named port of destination.
	CIF	Only for sea or inland waterway transport	Cost, insurance and freight (...named port of destination) Kosten, Versicherung und Fracht (...benannter Bestimmungshafen)	"Cost, insurance and freight (...named port of destination)" means that the seller delivers when the goods, cleared for export, pass the ship's rail at the named port of shipment. However, he is also required to bear the costs, freight and marine insurance to the named port of destination.

Group	Code	When to use	Complete text English/German	Delivery (transfer of risk) and transfer of costs
C	CPT	For any mode of transport	Carriage paid to (...named place of destination) Frachtfrei (...benannter Bestimmungsort)	"Carriage paid to (...named place of destination)" means that the seller delivers the goods, cleared for export, to the first carrier nominated by him. However, he is also required to bear the cost of carriage to the named place of destination.
	CIP	For any mode of transport	Carriage and insurance paid to (...named place of destination) Frachtfrei versichert (...benannter Bestimmungsort)	"Carriage and insurance paid to (...named place of destination)" means that the seller delivers the goods, cleared for export, to the first carrier nominated by him. However, he is also required to bear the cost of carriage and insurance to the named place of destination.
D	DAF	For any mode of transport. For deliveries into a port of destination, on board a vessel or on the quay, the DES or DEQ terms should be used	Delivered at frontier (...named place) Geliefert Grenze (...benannter Ort)	"Delivered at frontier (...named place)" means that the seller delivers when the goods are placed at the disposal of the buyer on the arriving means of transport not unloaded, cleared for export, but not cleared for import at the named point and place at the frontier.
	DES	Only for sea or inland waterway transport or multimodal transport with arrival by ship	Delivered ex ship (...named port of destination) Geliefert ab Schiff (...benannter Bestimmungshafen)	"Delivered ex ship (...named port of destination)" means that the seller delivers when the goods are placed at the disposal of the buyer on board the ship, not cleared for import, at the named port of destination.
	DEQ	Only for sea or inland waterway transport or multimodal transport with arrival by ship	Delivered ex quay (...named port of destination) Geliefert ab Kai (...benannter Bestimmungshafen)	"Delivered ex quay (...named port of destination)" means that the seller delivers when the goods are placed at the disposal of the buyer, not cleared for import, on the quay (wharf) at the named port of destination.
	DDU	For any mode of transport	Delivered duty unpaid (...named place of destination) Geliefert, unverzollt (...benannter Bestimmungsort)	"Delivery duty unpaid (...named place of destination)" means that the seller delivers the goods to the buyer not cleared for import and not unloaded from any arriving means of transport at the named place of destination.
	DDP	For any mode of transport	Delivered duty paid (...named place of destination) Geliefert, verzollt (...benannter Bestimmungsort)	"Delivered duty paid (...named place of destination)" means that the seller delivers the goods to the buyer cleared for import and not unloaded from any arriving means of transport at the named place of destination, with any duty paid.





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