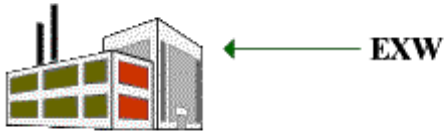
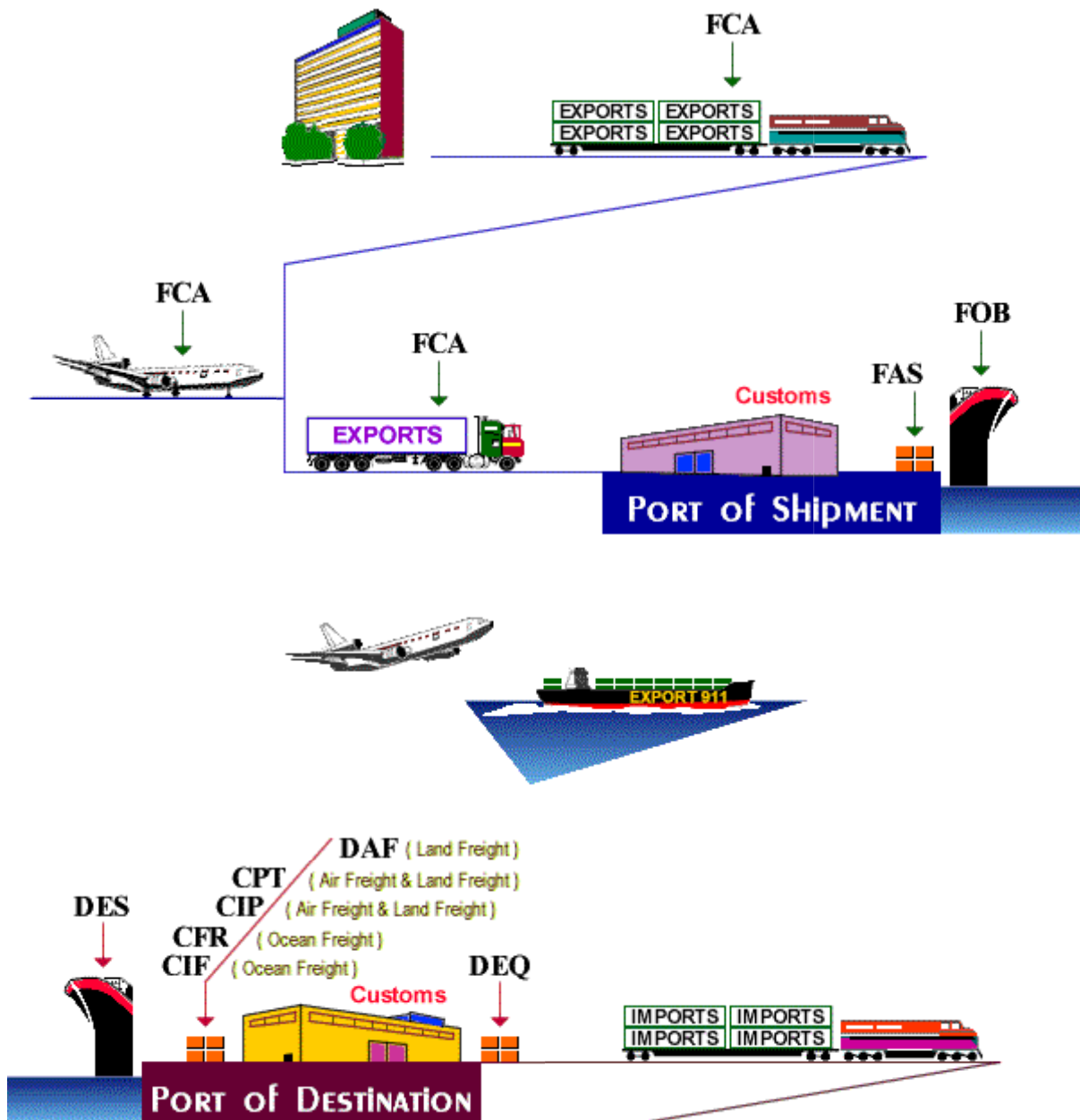


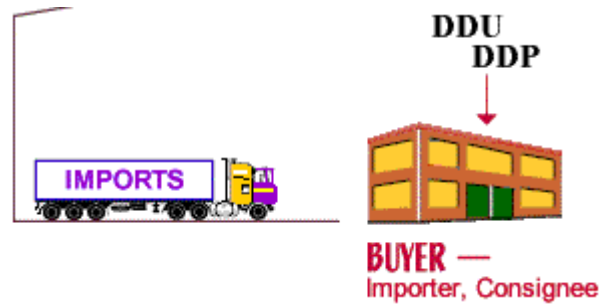
Diagram: International Commercial Terms

SELLER — Export-Manufacturer, Consignor



SELLER — Export-Trader, Consignor





INTERNATIONAL COMMERCIAL TERMS

EXW	<u>Ex Works</u>
FAS	<u>Free Alongside Ship</u>
FCA	<u>Free Carrier</u>
FOB	<u>Free On Board</u>
CFR	<u>Cost and Freight</u> (The former acronym of Cost and Freight was C&F)
CIF	<u>Cost, Insurance and Freight</u>
CIP	<u>Carriage and Insurance Paid To</u>
CPT	<u>Carriage Paid To</u>
DAF	<u>Delivered At Frontier</u>
DDP	<u>Delivered Duty Paid</u>
DDU	<u>Delivered Duty Unpaid</u>
DEQ	<u>Delivered Ex Quay</u>
DES	<u>Delivered Ex Ship</u>