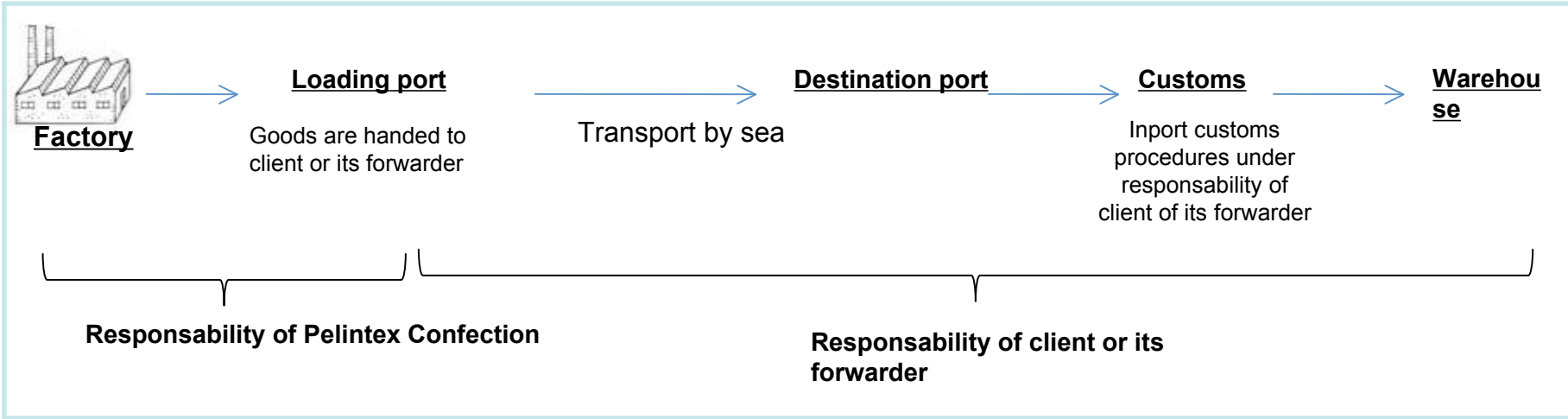


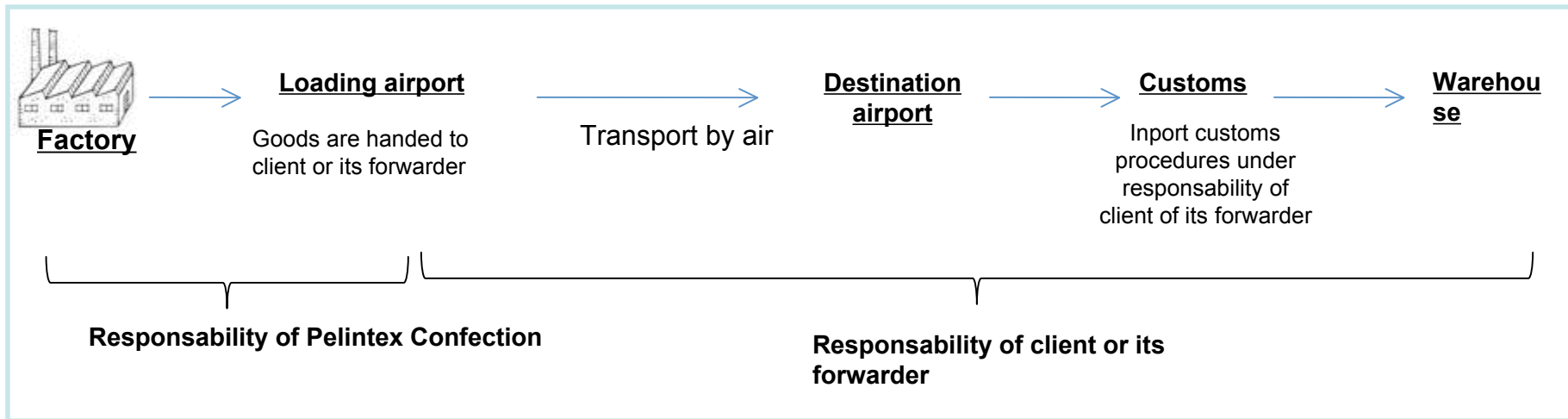
Incoterm : FOB

- FOB + name of loading port (ex: FOB-Shanghai)
- « Free on Board »
- Seller must load the goods on board of the ship nominated by the buyer. The seller must clear the goods for export.
- Maritime transport only



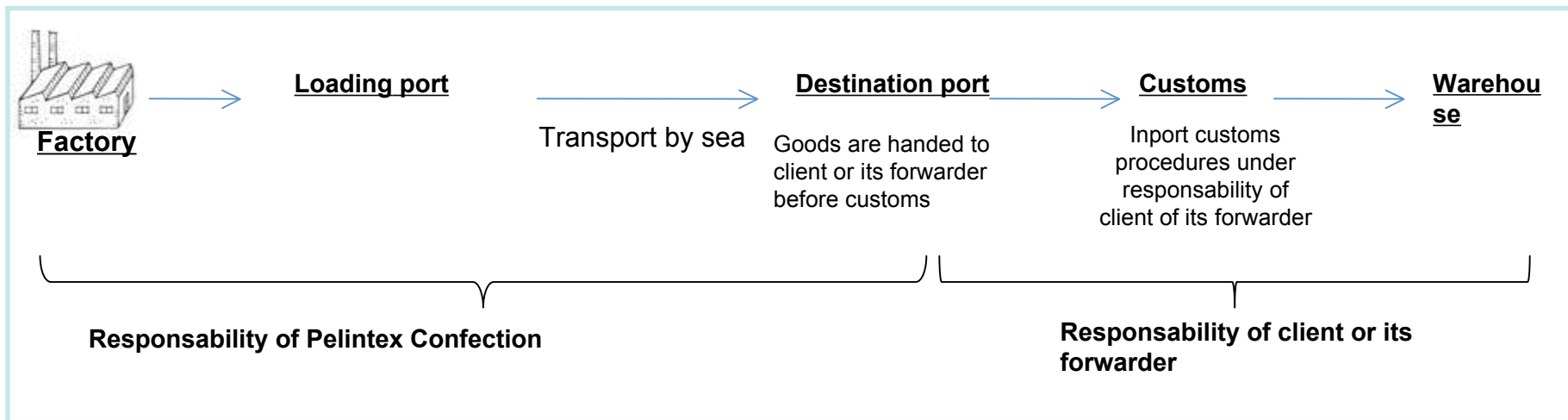
Incoterm : FCA

- FCA + name of loading airport (ex: FCA-Shanghai Pudong)
- « Free carrier »
- The seller hands over the goods, cleared for export, into the custody of the first carrier (named by the buyer) at the named place. This term is suitable for all modes of transport, including carriage by air, rail, road, and containerised / multi-modal transport.
- At Pelintex Confection, it is usually used for Air transportation



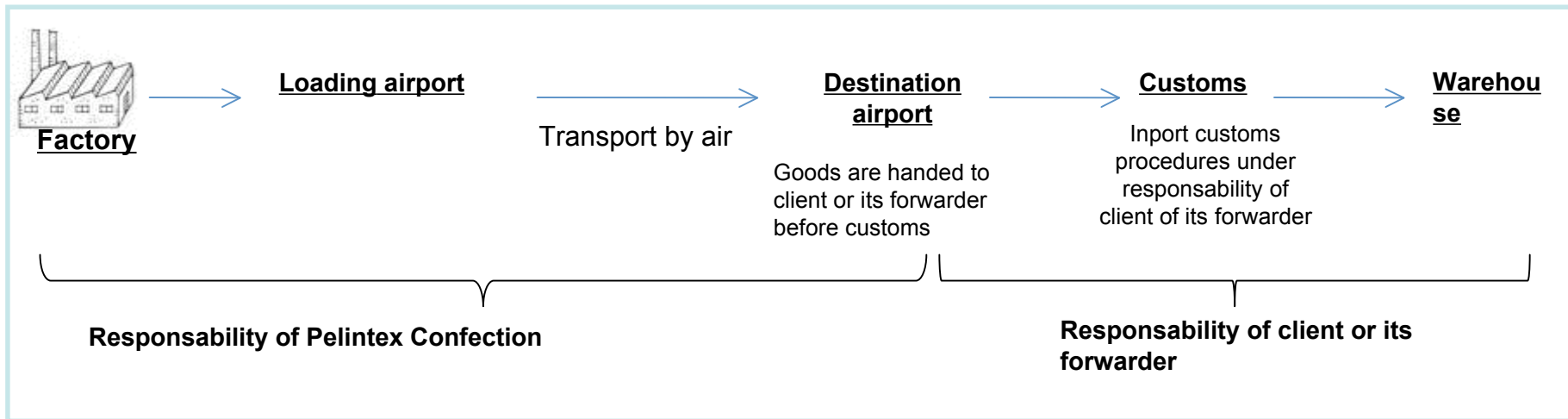
Incoterm : CIF

- CIF+ name of destination port (ex: CIF-Le Havre)
- « Cost, Insurance and Freight »
- Seller must pay the costs and freight to bring the goods to the port of destination. In addition the seller must procure and pay for insurance for the buyer.
- Maritime transport only.



Incoterm : CIP

- CIP+ name of destination airport (ex: CIP-Paris Ch de Gaulle)
- « Carriage and Insurance Paid »
- The containerised transport/multimodal equivalent of CIF: seller pays for carriage and insurance to the named destination point.
- At Pelintex Confection, it is usually used for Air transportation



Incoterm : DDP

- DDP+ name of client warehouse
- « Delivery Duty Paid »
- Seller pays for all transportation costs and bears all risk until the goods have been delivered and pays the duty.

