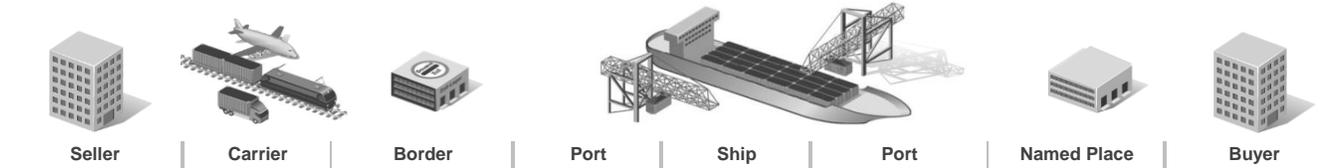


# RP BUSINESS

## BASIC OVERVIEW OF THE INCOTERMS® 2020 RULES

This guide is designed to give you a quick overview of the Incoterms® rules frequently used worldwide in international and domestic contracts, illustrating responsibilities between buyer and seller for costs and risk, as well as cargo insurance. "Incoterms" is a registered trademark of the International Chamber of Commerce. Read more about Incoterms® rules from the official International Chamber of Commerce (ICC) website. You can also order the "Incoterms® 2020" publication and sign up for online training on the Incoterms® rules at [www.iccwbo.org](http://www.iccwbo.org).

**INCOTERMS 2020**



EXW (EX WORKS)							
----------------	--	--	--	--	--	--	--

**EXW (EX WORKS)**  
 \*The goods are purchased by the buyer, elsewhere (factory, warehouse, etc.), not dispatched for export and not loaded on the original means of transport;  
 This term represents a minimum expedient for the seller;  
 The buyer bears all costs and risks involved from the collection of the merchandise from the seller's establishment;  
 As long as the Purchase Agreement contains an explicit clause, the risks and costs involved and the loading of the goods at the exit, may be the seller;

FCA (FREE CARRIER)							
--------------------	--	--	--	--	--	--	--

**FCA (FREE CARRIER)**  
 \*The seller ends his obligations when he delivers the goods, despatched for export, to the care of the international carrier indicated by the buyer, at the place determined;  
 From that moment, all the responsibilities of the seller end, being the buyer responsible for all expenses and for any losses or damages that the merchandise may suffer;  
 The place chosen for delivery is very important to define the responsibilities for the loading and unloading of the merchandise:  
 - if delivery takes place at the premises of the seller, the seller is responsible for loading the collection vehicle of the buyer;  
 - if delivery occurs at any other agreed place, the seller is not responsible for unloading your vehicle;  
 The buyer may nominate another person, other than the carrier, to receive the merchandise. In that case, the seller terminates his obligations when the goods are delivered to that indicated person; "

CPT (CARRIAGE PAID TO)							
------------------------	--	--	--	--	--	--	--

**CPT (CARRIAGE PAID TO)**  
 \*The seller contracts and pays the freight to transport the goods to the designated place of destination;  
 From the moment the goods are delivered to the custody of the carrier, the risks of loss and damage pass from the seller to the buyer, as well as possible additional costs that may arise;  
 The seller is responsible for the dispatch of goods for export; "

CIP (CARRIAGE AND INSURANCE PAID TO)	Insurance						
--------------------------------------	-----------	--	--	--	--	--	--

**CIP (CARRIAGE AND INSURANCE PAID TO)**  
 \*In this modality, the responsibilities of the seller are the same as described in the CPT, plus the contracting and payment of transport insurance to the destination;  
 From the moment the goods are delivered to the custody of the carrier, the risks of loss and damage pass from the seller to the buyer, as well as possible additional costs that may arise;  
 The insurance paid by the seller has minimum coverage, and it is the responsibility of the buyer to evaluate the need to carry out supplementary transportation insurance; "

DAT ( DELIVERED AT TERMINAL)							
------------------------------	--	--	--	--	--	--	--

**DAT ( DELIVERED AT TERMINAL)**  
 Seller delivers when the goods, once unloaded from the arriving means of transport, are placed at the disposal of the buyer at a named terminal at the named port or place of destination.

DAP (DELIVERED AT PLACE)							
--------------------------	--	--	--	--	--	--	--

**DAP (DELIVERED AT PLACE)**  
 Seller delivers when 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.

DDP (DELIVERED DUTY PAID)	With Import Clearance						
---------------------------	-----------------------	--	--	--	--	--	--

**DDP (DELIVERED DUTY PAID)**  
 \*The seller delivers the goods to the buyer, after dispatch with duties and customs duties paid for import, at the designated place of destination;  
 It is INCOTERM that establishes the highest level of commitment of the seller, insofar as it assumes all risks and costs related to the transportation and delivery of the merchandise at the designated place of destination;

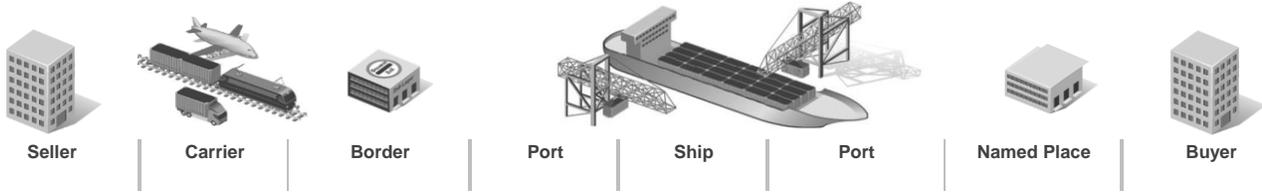
FAS (FREE ALONGSIDE SHIP)							
---------------------------	--	--	--	--	--	--	--

**FAS (FREE ALONGSIDE SHIP)**  
 \*The seller shall terminate his obligations at the time the goods are placed next to the ship on the wharf or on vessels used for loading at the designated port of shipment;  
 From that moment, the buyer assumes all risks and costs with loading, payment of freight and insurance and other expenses;  
 The seller is responsible for the dispatch of the goods for export; "

FOB (FREE ON BOARD)							
---------------------	--	--	--	--	--	--	--

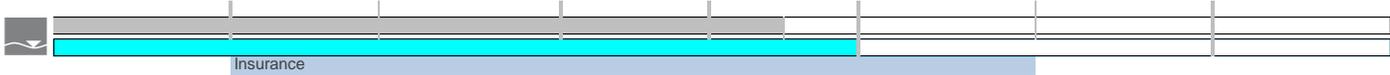
**FOB (FREE ON BOARD)**  
 \*The seller terminates his obligations at the moment when the goods transports the ship's rail at the indicated port of embarkation and, from that moment, the buyer assumes all responsibility for losses and damages;  
 The delivery is made on board the ship designated by the buyer, when all the expenses are run by the buyer;  
 The seller is responsible for the dispatch of the goods for export; "

**INCOTERMS 2020**



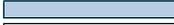
**CFR (COST AND FREIGHT)**

\*The seller is responsible for payment of the costs necessary to place the goods on board the ship;  
 The seller is responsible for the payment of freight up to the designated destination port;  
 The seller is responsible for the dispatch of the goods for export;  
 The risks of loss or damage to the goods, as well as any additional costs, are transferred from the seller to the buyer at the time the goods cross the overhang of the ship;



**CIF (COST, INSURANCE AND FREIGHT)**

Seller delivers when the goods, once unloaded from the arriving means of transport, are placed at the disposal of the buyer at a named terminal at the named port or place of destination.

-  The risk is borne by the seller
-  The costs are borne by the seller
-  Transport insurance is the responsibility of the seller
-  The risk is borne by the buyer
-  The cost are borne by the buver

 Clauses for sea and inland water transport