

## INTERNATIONAL TRADE FLOW DIAGRAMS

### “The structure of Incoterms (Copyright INCOTERMS) :

<b>Group E Departure</b>	<b>EXW</b> Ex Works (... named place)
<b>Group F Main Carriage Unpaid</b>	<b>FCA</b> Free Carrier (... named place) <b>FAS</b> Free Alongside Ship (...named port of shipment) <b>FOB</b> Free On Board (... named port of shipment)
<b>Group C : Main Carriage Paid</b>	<b>CFR</b> Cost and Freight (... named port of destination) <b>CIF</b> Cost, Insurance and Freight (... named port of destination) <b>CPT</b> Carriage Paid To (... named place of destination) <b>CIP</b> Carriage and Insurance Paid To (... named place of destination)
<b>Group D Arrival :</b>	<b>DAF</b> Delivered At Frontier (... named place) <b>DES</b> Delivered Ex Ship (... named port of destination) <b>DEQ</b> Delivered Ex Quay (... named port of destination) <b>DDU</b> Delivered Duty Unpaid (... named place of destination) <b>DDP</b> Delivered Duty Paid (... named place of destination)

### “Mode of transport and the appropriate Incoterm 2000

#### Any mode of transport

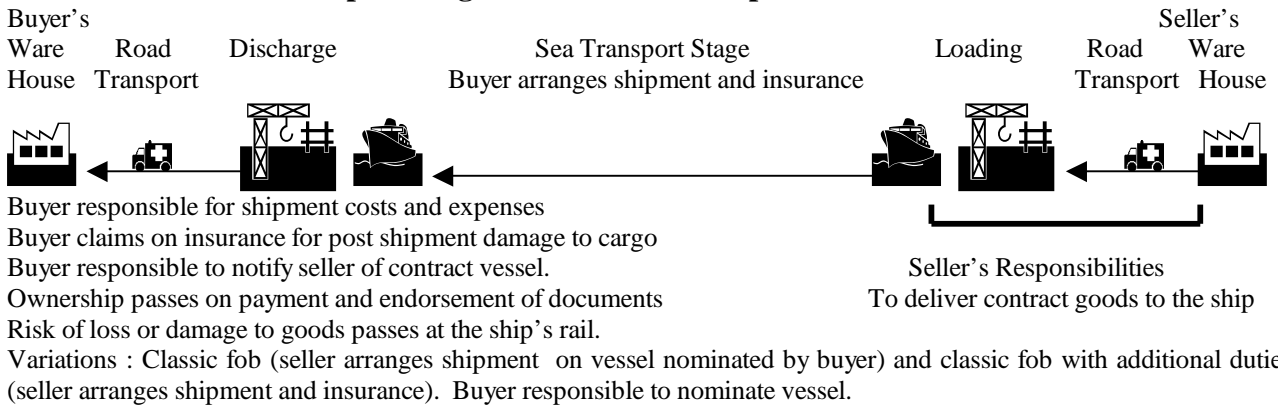
<b>Group E</b>	<b>EXW</b> Ex Works (... named place)
<b>Group F</b>	<b>FCA</b> Free Carrier (... named place)
<b>Group C</b>	<b>CPT</b> Carriage Paid To (... named place of destination) <b>CIP</b> Carriage and Insurance Paid To (... named place of destination)
<b>Group D</b>	<b>DAF</b> Delivered At Frontier (... named place) <b>DDU</b> Delivered Duty Unpaid (... named place of destination) <b>DDP</b> Delivered Duty Paid (... named place of destination)

#### Maritime and inland waterway transport only

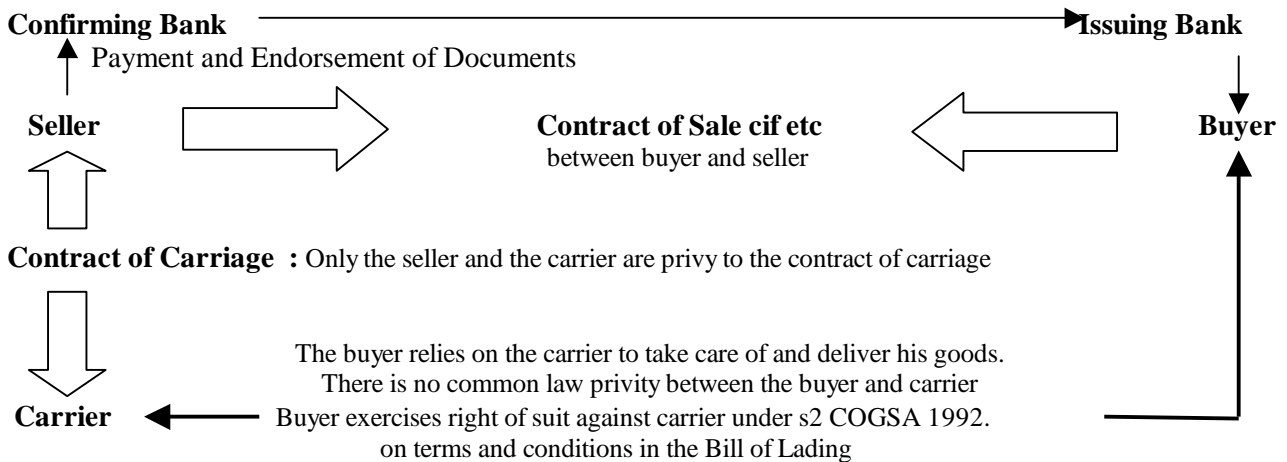
<b>Group F</b>	<b>FAS</b> Free Alongside Ship (... named port of shipment) <b>FOB</b> Free On Board (... named port of shipment)
<b>Group C</b>	<b>CFR</b> Cost and Freight (... named port of destination) <b>CIF</b> Cost, Insurance and Freight (... named port of destination)
<b>Group D</b>	<b>DES Delivered Ex Ship (... named port of destination)</b> <b>DEQ</b> Delivered Ex Quay (... named port of destination)

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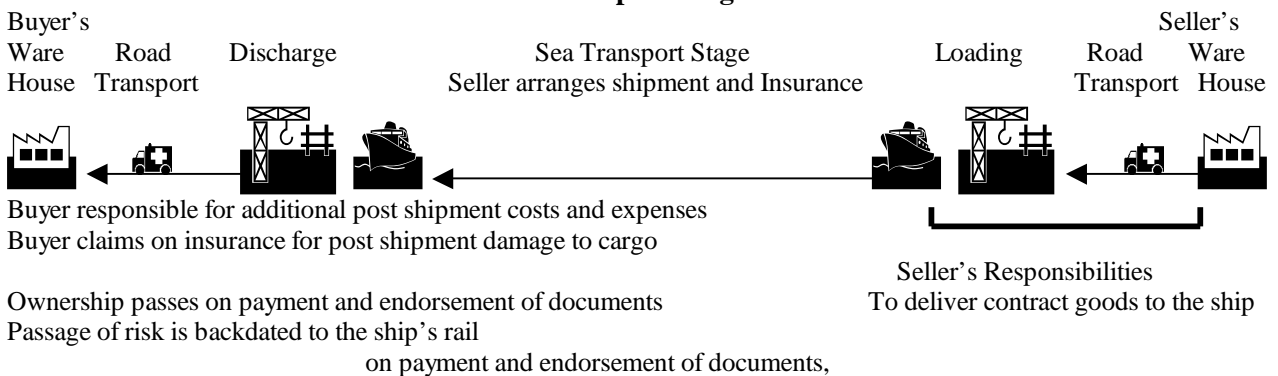
### Transport Stages under the F Groups of Sales Contracts



### The C Group of sales contracts where the seller provides transport.

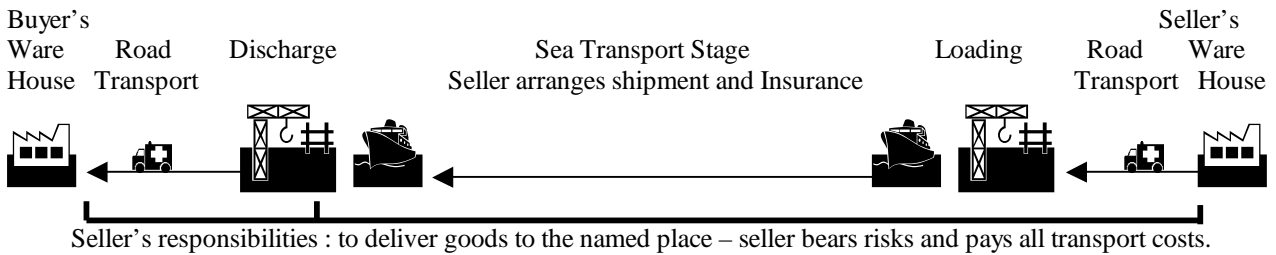


### Transport Stages



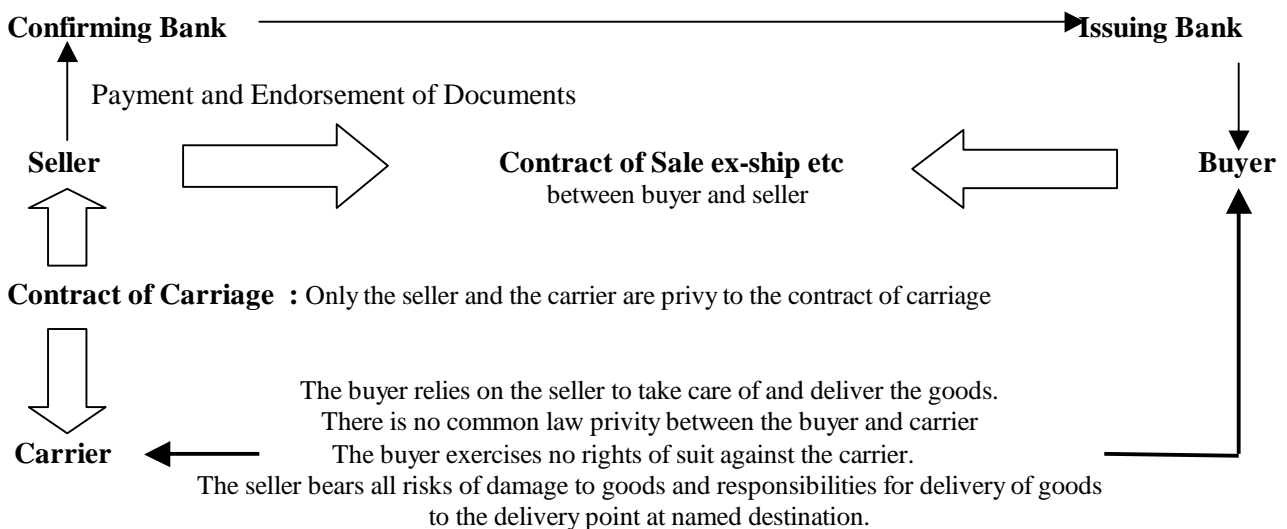
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### Transport Stages in the D Group of Delivery Contracts : Ex ship or to buyer's warehouse

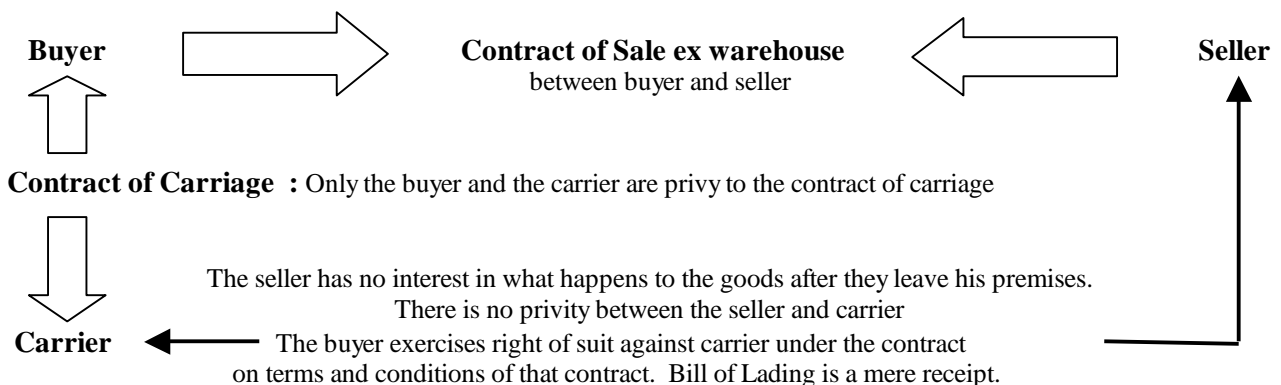


Risk passes to buyer on delivery at named place.  
 Buyer responsible for post delivery costs and expenses.  
 Ownership passes to buyer on payment and endorsement of documents

### The D Group of sales contracts where the seller provides transport.



### The E Group of sales contracts where the buyer provides transport.





INTERNATIONAL TRADE FLOW DIAGRAMS

**Bills of Lading and the Buyer / Seller / Sub-Charterer / Charterer / Shipowner Matrix**

