

	EXPORTS PROCESS				IMPORTS PROCESS			
	SELLER	CARRIER	COURIER	ON BOARD	ON ARRIVAL	COURIER	DESTINATION	BUYER
EXW								
	COSTS	[Seller: 10%, Buyer: 90%]						COSTS
	RISKS	[Seller: 10%, Buyer: 90%]						RISKS
CIP	SELLER	CARRIER	ALONGSIDE SHIP	ON BOARD	ON ARRIVAL	ALONGSIDE SHIP	DESTINATION	BUYER
	COSTS	[Seller: 90%, Buyer: 10%]						COSTS
	RISKS	[Seller: 90%, Buyer: 10%]						RISKS
	COVERAGE	[Seller: 100%]						
FCA	SELLER	CARRIER	ALONGSIDE SHIP	ON BOARD	ON ARRIVAL	ALONGSIDE SHIP	DESTINATION	BUYER
	COSTS	[Seller: 30%, Buyer: 70%]						COSTS
	RISKS	[Seller: 30%, Buyer: 70%]						RISKS
DAP	SELLER	CARRIER	ALONGSIDE SHIP	ON BOARD	ON ARRIVAL	ALONGSIDE SHIP	DESTINATION	BUYER
	COSTS	[Seller: 95%, Buyer: 5%]						COSTS
	RISKS	[Seller: 95%, Buyer: 5%]						RISKS
CPT	SELLER	CARRIER	ALONGSIDE SHIP	ON BOARD	ON ARRIVAL	ALONGSIDE SHIP	DESTINATION	BUYER
	COSTS	[Seller: 80%, Buyer: 20%]						COSTS
	RISKS	[Seller: 30%, Buyer: 70%]						RISKS
DPU	SELLER	CARRIER	ALONGSIDE SHIP	ON BOARD	ON ARRIVAL	ALONGSIDE SHIP	DESTINATION	BUYER
	COSTS	[Seller: 85%, Buyer: 15%]						COSTS
	RISKS	[Seller: 85%, Buyer: 15%]						RISKS
DDP	SELLER	CARRIER	ALONGSIDE SHIP	ON BOARD	ON ARRIVAL	ALONGSIDE SHIP	DESTINATION	BUYER
	COSTS	[Seller: 98%, Buyer: 2%]						COSTS
	RISKS	[Seller: 98%, Buyer: 2%]						RISKS
FAS	SELLER	CARRIER	ALONGSIDE SHIP	ON BOARD	ON ARRIVAL	ALONGSIDE SHIP	DESTINATION	BUYER
	COSTS	[Seller: 50%, Buyer: 50%]						COSTS
	RISKS	[Seller: 50%, Buyer: 50%]						RISKS
CFR	SELLER	CARRIER	ALONGSIDE SHIP	ON BOARD	ON ARRIVAL	ALONGSIDE SHIP	DESTINATION	BUYER
	COSTS	[Seller: 70%, Buyer: 30%]						COSTS
	RISKS	[Seller: 30%, Buyer: 70%]						RISKS
FOB	SELLER	CARRIER	ALONGSIDE SHIP	ON BOARD	ON ARRIVAL	ALONGSIDE SHIP	DESTINATION	BUYER
	COSTS	[Seller: 30%, Buyer: 70%]						COSTS
	RISKS	[Seller: 30%, Buyer: 70%]						RISKS
CIF	SELLER	CARRIER	ALONGSIDE SHIP	ON BOARD	ON ARRIVAL	ALONGSIDE SHIP	DESTINATION	BUYER
	COSTS	[Seller: 90%, Buyer: 10%]						COSTS
	RISKS	[Seller: 30%, Buyer: 70%]						RISKS
	COVERAGE	[Seller: 100%]						