



* Indicates commonly used terms

*EXW
EX Works



Risk The possibility that an event may occur which could cause loss or damage to the goods is a 'Risk'. Buyers and sellers protect themselves against risk by insurance.

Costs Cover all costs except cost of documents and insurance. Sales and Purchase contracts should clearly state which costs are paid by buyer and which are paid by seller.

Insurance Under CIF & CIP, the seller must obtain transport insurance for the buyer past the point where risk is transferred.