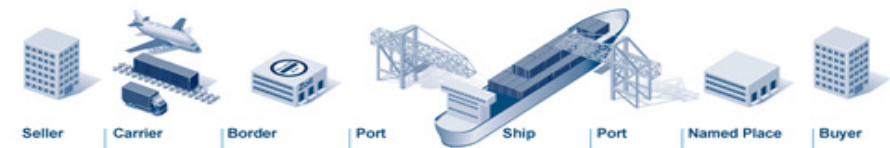
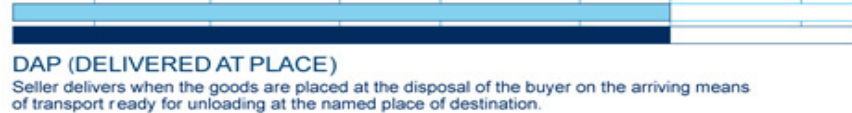
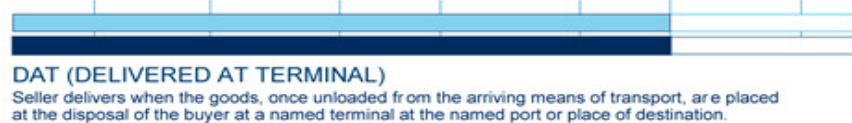
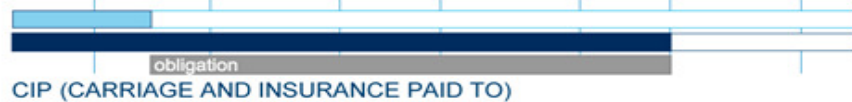




3. Overview Incoterms 2010

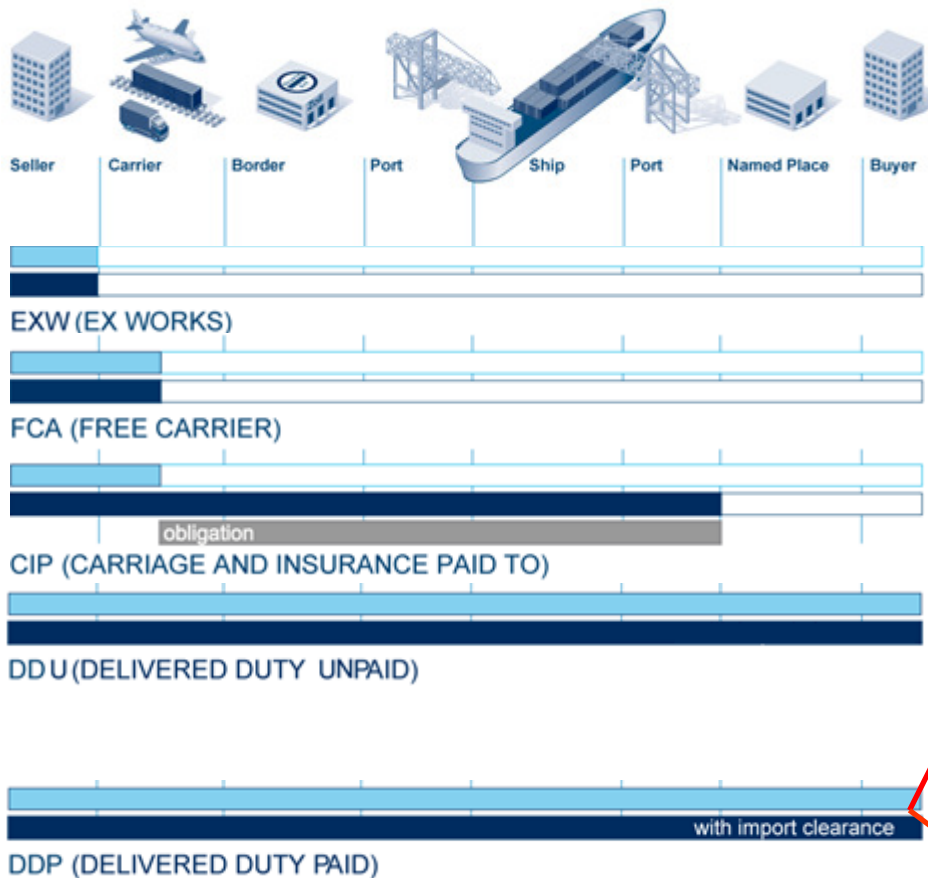


- The risk is borne by the seller
- The costs are borne by the seller
- Transport insurance is the responsibility of the seller
- The risk is borne by the buyer
- The costs are borne by the buyer
- Clauses for sea and inland water transport

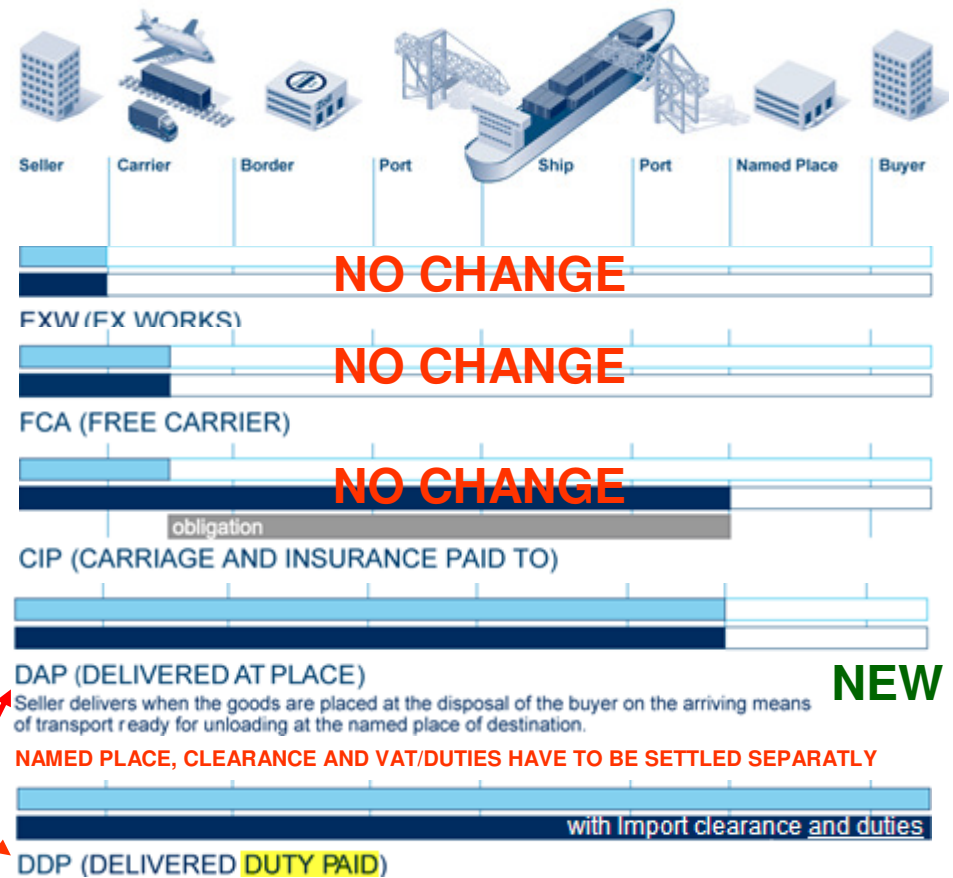


4. the biggest Changing's from Incoterms 2000 to Incoterms 2010

Incoterms[®] 2000 by the International Chamber of Commerce (ICC)



Incoterms[®] 2010 by the International Chamber of Commerce (ICC)

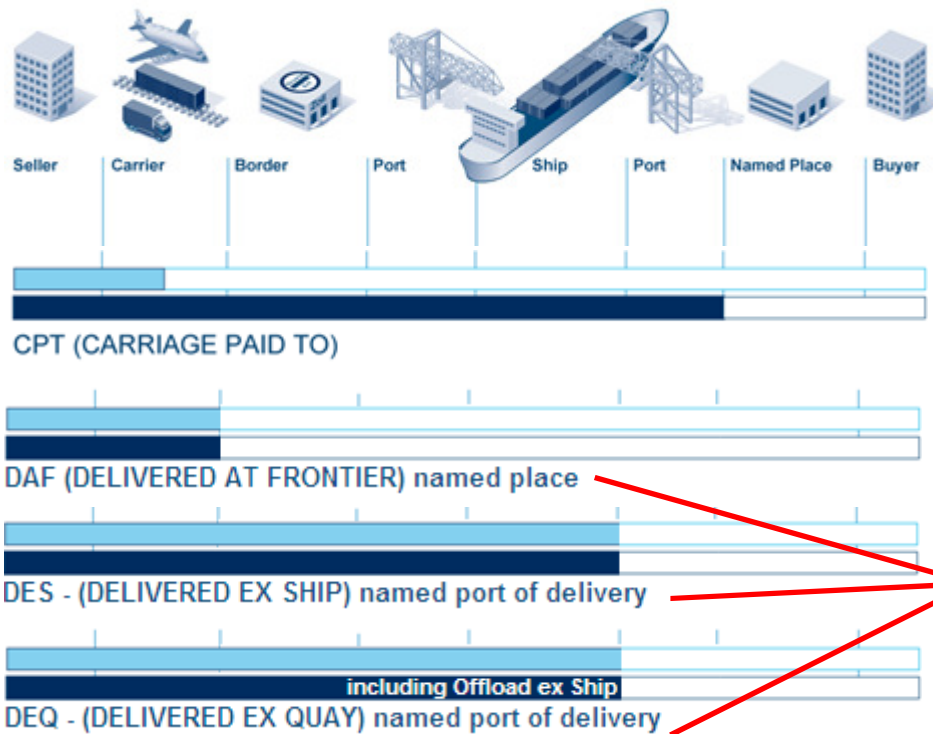


■ The risk is borne by the seller
 ■ The costs are borne by the seller
 The risk is borne by the buyer
 The costs are borne by the buyer
 Transport insurance is the responsibility of the seller

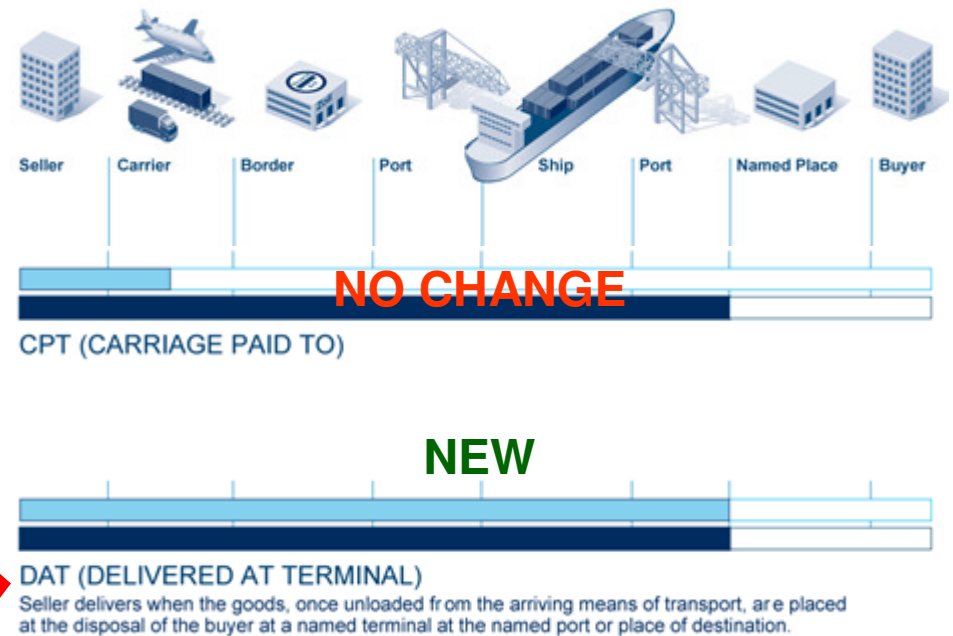


4. the biggest Changing's from Incoterms 2000 to Incoterms 2010

Incoterms[®] 2000 by the International Chamber of Commerce (ICC)

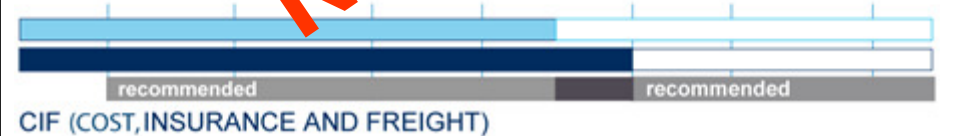
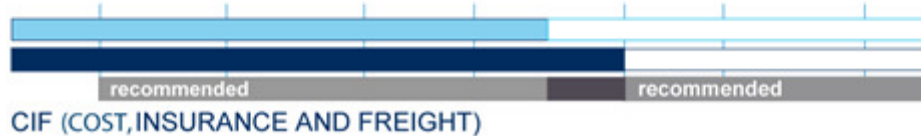
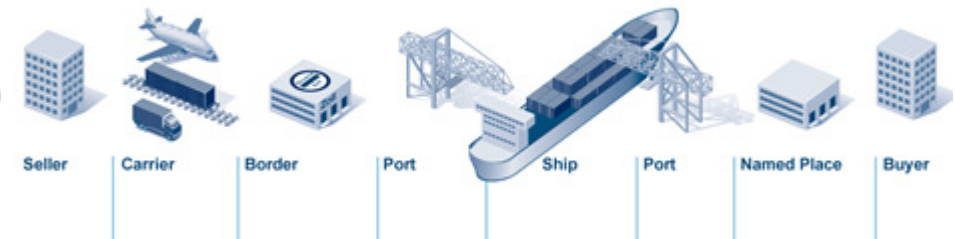
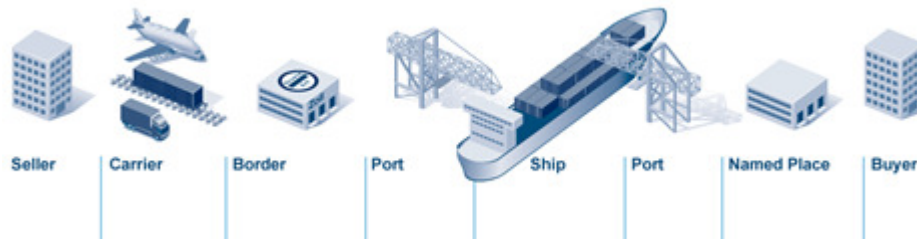


Incoterms[®] 2010 by the International Chamber of Commerce (ICC)





4. the biggest Changing's from Incoterms 2000 to Incoterms 2010



NO CHANGE