



| PAÍS, CIUDAD, LUGAR DE ORIGEN | | | | | | TRANSPORTE PRINCIPAL | | PAÍS, CIUDAD, LUGAR DE DESTINO | | | |
|-------------------------------------|--|---|--|--|---|--|---|--|---|---|-------------------------|
| Embalaje verificación control | Licencias autorizaciones otras formalidades | Carga el camión o contenedor en fábrica o almacen | Transporte interior de país de origen. De fábrica a puerto a aeropuerto a terminal o a transportista | Formalidades aduaneras exportación | Costos manipu- lación termi- nal origen. Puerto aeropuerto, tir, tren, etc. | Transporte principal internacional | Seguro mercancía Seguro transporte | Costos manipulación terminal destino. Puerto, aeropuerto, tir, tren, etc. | Formalidades aduaneras importación Arancel, impuestos, inferiores y esp. y trámites | Transporte interior país de destino. De aeropuerto a terminal a fábrica u operador logístico | Recepción y descarga |

Incoterms® 2010 ICC | Reglas para cualquier modo o modos de transporte

| Incoterm | Descripción | COSTO | RIESGO | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 |
|--|-------------|-------|--------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|
| EXW Ex Works Franco Fábrica | | Red | Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red |
| FCA Free Carrier Franco transportista | | Red | Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red |
| CPT Carriage paid to Transporte pagado hasta | | Red | Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red |
| CIP Carriage and insurance paid to Transporte y seguro pagado hasta | | Red | Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red |
| DAT Delivered at terminal Entrega en terminal | | Red | Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red |
| DAP Delivered at place Entrega en lugar | | Red | Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red |
| DDP Delivered duty paid Entrega derechos pagados | | Red | Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red |

Incoterms® 2010 ICC | Reglas para transporte marítimo y vías navegables interiores

| Incoterm | Descripción | COSTO | RIESGO | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 |
|--|-------------|-------|--------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|
| FAS Free alongside ship Franco al costado del buque | | Red | Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red |
| FOB Free on board Franco a bordo | | Red | Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red |
| CFR Cost and freight Coste y flete | | Red | Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red |
| CIF Cost, insurance and freight Costo, seguro y flete | | Red | Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red | Blue/Red |

VENDEDOR
COMPRADOR

El vendedor debe proporcionar la documentación necesaria para la exportación y el comprador los de importación a petición riesgo y a expensas del demandante.

Dependiendo del lugar de entrega pactado

Obligatorio