

## International Transport - Incoterms

### EXW - Ex Works (named place of delivery)

The seller makes the goods available at its premises. This term places the maximum obligation on the buyer and minimum obligations on the seller. The Ex Works term is often used when making an initial quotation for the sale of goods without any costs included. EXW means that a seller has the goods ready for collection at his premises (works, factory, warehouse, plant) on the date agreed upon. The buyer pays all transportation costs and also bears the risks for bringing the goods to their final destination. The seller doesn't load the goods on collecting vehicles and doesn't clear them for export. If the seller does load the good, he does so at buyer's risk and cost. If parties wish seller to be responsible for the loading of the goods on departure and to bear the risk and all costs of such loading, this must be made clear by adding explicit wording to this effect in the contract of sale.

EXW	Duties
Loading on truck (carrier)	Buyer
Export-Customs declaration	Buyer
Carriage to port of export	Buyer
Unloading of truck in port of export	Buyer
Loading charges in port of export	Buyer
Carriage to port of import	Buyer
Unloading charges in port of import	Buyer
Loading on truck in port of import	Buyer
Carriage to place of destination	Buyer
Insurance	N/A
Import customs clearance	Buyer
Import taxes	Buyer