

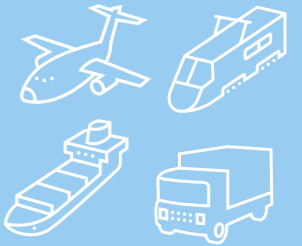
CHOICE OF DELIVERY TERMS

In modern transport systems, goods are not always inspected at points where the risk is transferred according to Incoterms® 2010. To avoid dispute concerning where loss or damage has incurred along the transport chain, it is advisable to agree to terms of delivery where one party bears the risk for the goods during the entire transport.

STATE INCOTERMS® 2010

When making an agreement based on Incoterms, it is advisable to state the terms of delivery agreed on in the contract of sale and commercial invoices e.g. "FOB Gothenburg, Incoterms® 2010". This prevents problems with interpretation which may arise in countries having their own definitions of delivery terms. It recommends the use of Incoterms® 2010 for international shipments and strongly advises against forming own delivery terms.

Incoterms® 2010



NOTICE OF LOSS, PERIODS OF LIMITATION AND LIMITATION OF LIABILITY IN INTERNATIONAL TRANSPORTS

| Applicable rules | Notice of loss | | Period of limitation | Limitation of liability for loss or damage |
|---|-------------------------|-----------------------------|----------------------|--|
| | Apparent loss or damage | Not apparent loss or damage | | |
| 1. Carriage by Sea Haag-Visby Rules/ Finnish Maritime Code | Upon receipt of goods | 3 days | 1 year | SDR* 667/package/ SDR 2/kg |
| 2. Carriage by Air The Montreal Convention | Upon receipt of goods | 14 days | 2 years | SDR 19/kg |
| 3. Carriage by Rail CIM Convention | Upon receipt of goods | 7days | 1 year | SDR 17/kg |
| RKL - Finnish Railroad Transport Act | Upon receipt of goods | 10 days | 1 year | EUR 25/kg |
| 4. Carriage by Road CMR/TKSL | Upon receipt of goods | 7days | 1 year | SDR 8,33/kg |
| TKSL - Finnish Contracts of Carriage by Road Act | Upon receipt of goods | 7days | 1 year | EUR 20/kg |
| 5. Nordic Forwarding NSAB (when liability as carrier) | Upon receipt of goods | 7days | 1 year | SDR 8,33/kg |

* 1 SDR has lately fluctuated between EUR 1,10-1,25.

Incoterms is a trademark registered by ICC (International Chamber of Commerce). ICC is an international organisation for trade with national sections in the Nordic countries and members from more than 140 countries around the world.

More info on: www.iccfinland.fi

Please observe limitation of liability for carriers above and thus the need for cargo insurance. If P&C Insurance Company Ltd. is your professional guide both on this as well as on Incoterms® 2010.

If you have any questions please contact: cargo.industrial@if.fi
Incoterms® 2010 brochure is available:
www.if-insurance.com

If P&C Insurance Company Ltd., Registered domicile Helsinki, P.O.BOX 4, FI-00025 IF, Finland, www.if.fi, Business ID 1614120-3 62XXX 3/2011



INCOTERMS

Delivery terms

EXW - Ex Works
(named place; ex factory, ex mill, ex warehouse etc)

FCA - Free Carrier
(named place)

FAS (sea and waterway transports only)
Free alongside ship
(named port of shipment)

FOB (sea and waterway transports only)
Free on board
(named port of shipment)

CFR (sea and waterway transports only)
Cost and freight
(named port of destination)

CIF (sea and waterway transports only)
Cost, insurance and freight
(named port of destination)

CPT - Carriage paid to
(named place of destination)

CIP - Carriage and insurance paid to
(named place of destination)

DAP
Delivered at place
(named place of destination)

DAT 1)
Delivered at terminal
(named terminal at port or place of destination)

DDP - Delivered duty paid
(named place of destination)



1) "Named terminal" includes such as quay, warehouse, container yard, road-, rail- or air cargo terminal at named port or place of destination.

