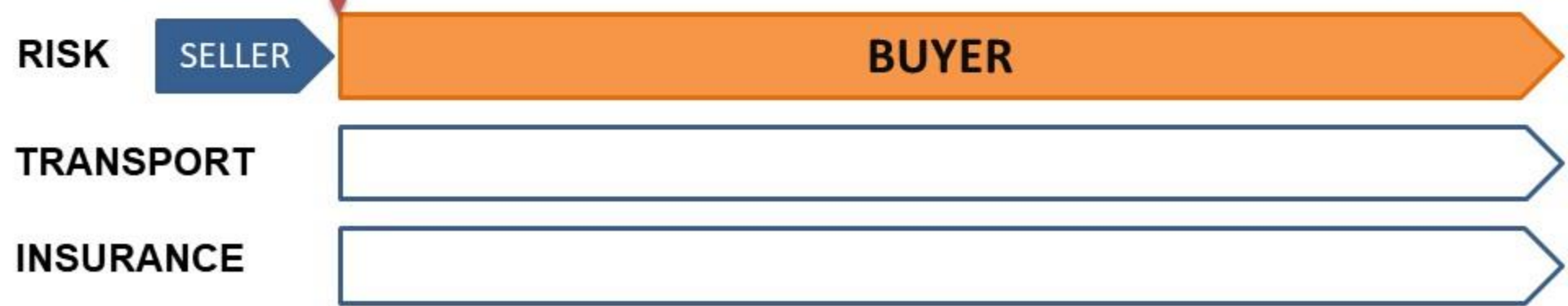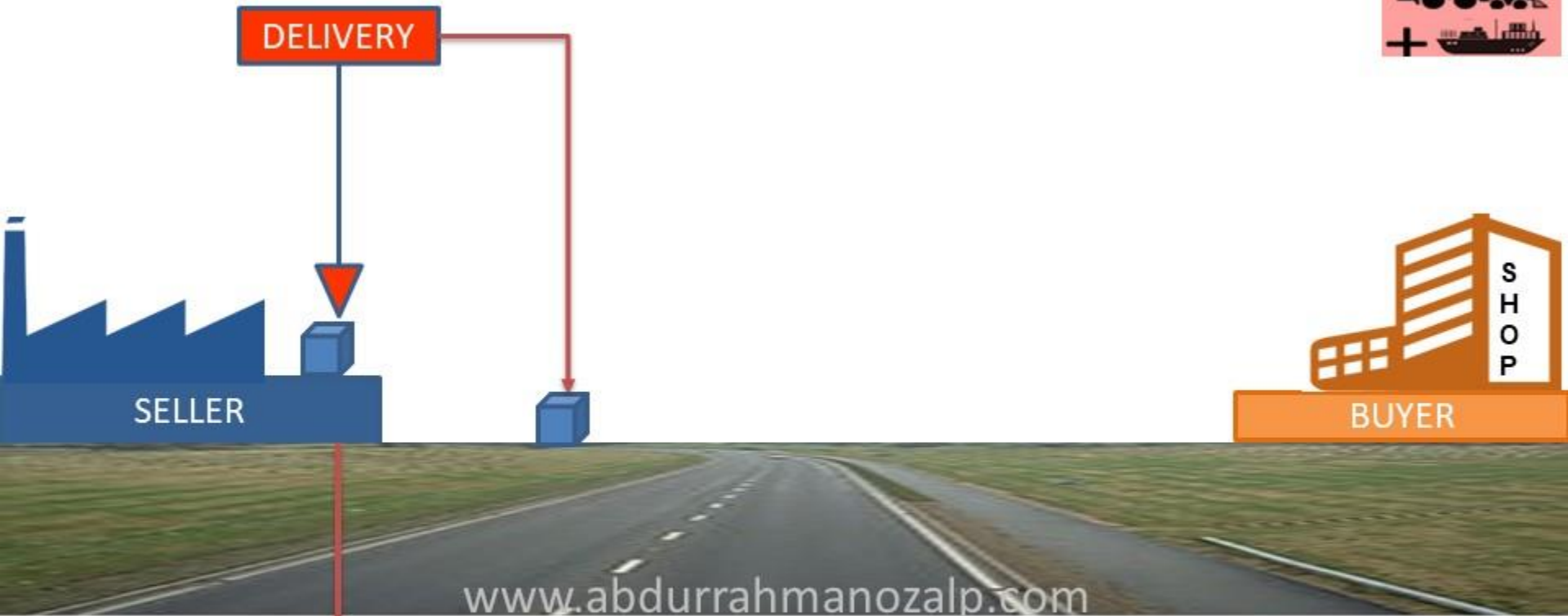# INCOTERMS 2020

ICC Yayın No. 723E

Abdurrahman Özalp

INCOTERMS 2020' Structure

RULES FOR ANY MODE OR MODES OF TRANSPORT	RULES FOR SEA NAD INLAND WATERWAY TRANSPORT
EXW FCA CPT CIP DPU DAP DDP	FAS FOB CFR CIF

EXW (Ex Works)

Control, Packing, Marking	:SELLER
Export Clearance/licences	:BUYER
Loading	:BUYER
TRANSPORTATION (Freight)	:No Obligation
INSURANCE	:No Obligation
Unloading	:BUYER
Import Clearance/licences	:BUYER

FCA (Free Carrier)

Control, Packing, Marking   :SELLER

Export Clearance/licences   :SELLER

Loading   :SELLER/BUYER

TRANSPORTATION (Freight)   :BUYER

INSURANCE   :No Obligation

Unloading   :BUYER

Import Clearance/licences   :BUYER

CPT (Carriage Paid To)

DELIVERY

SELLER

BUYER

SHOP

RISK	SELLER	BUYER
TRANSPORT	SELLER	SELLER
INSURANCE		

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CPT (Carriage Paid To)

Control, Packing, Marking	:SELLER
Export Clearance/licences	:SELLER
Loading	:SELLER
TRANSPORTATION (Freight)	:SELLER
INSURANCE	:No Obligation
Unloading	:BUYER
Import Clearance/licences	:BUYER

CIP (Carriage and Insurance Paid To)

DELIVERY

SELLER

SHOP

BUYER

RISK	SELLER	BUYER	
TRANSPORT	SELLER	SELLER	
INSURANCE	SELLER	SELLER	

CIP (Carriage and Insurance Paid To)

Control, Packing, Marking :SELLER

Export Clearance/licences :SELLER

Loading :SELLER

TRANSPORTATION (Freight) :SELLER

INSURANCE :SELLER

Unloading :BUYER

Import Clearance/licences :BUYER

DAP (Delivered at Place)

RISK — SELLER / BUYER
TRANSPORT — SELLER / BUYER
INSURANCE

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DAP (Delivered at Place)
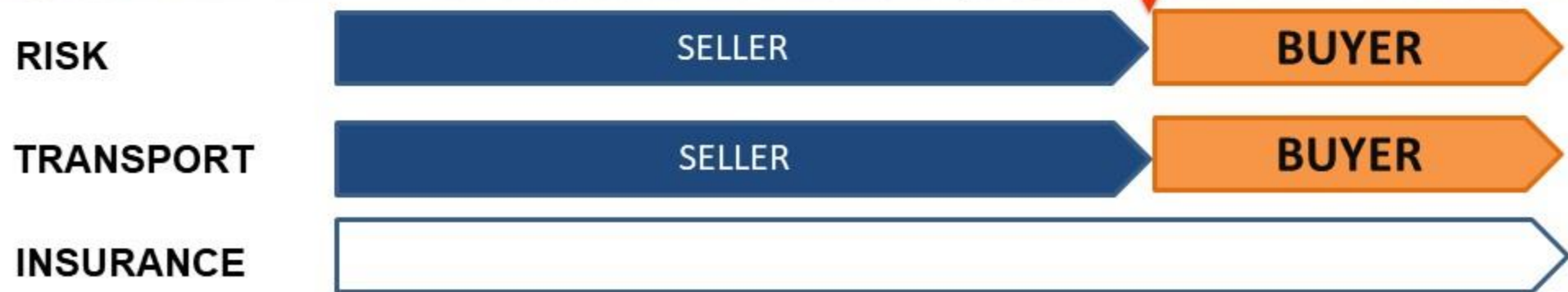
Control, Packing, Marking   :SELLER

Export Clearance/licences   :SELLER

Loading   :SELLER

TRANSPORTATION (Freight)   :SELLER

INSURANCE   :No Obligation

Unloading   :BUYER

Import Clearance/licences   :BUYER

DPU (Delivered at Place Unloaded)

SELLER

SHOP

BUYER

DELIVERY

RISK — SELLER | BUYER

TRANSPORT — SELLER | BUYER

INSURANCE

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DPU (Delivered at Place Unloaded)

Control, Packing, Marking :SELLER

Export Clearance/licences :SELLER

Loading :SELLER

TRANSPORTATION (Freight) :SELLER

INSURANCE :No Obligation

Unloading :SELLER

Import Clearance/licences :BUYER

DDP (Delivered Duty Paid)

SELLER

BUYER

SHOP

DELIVERY

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RISK	SELLER	BUYER
TRANSPORT	SELLER	BUYER
INSURANCE		

DDP (Delivered Duty Paid)

Control, Packing, Marking :SELLER

Export Clearance/licences :SELLER

Loading :SELLER

TRANSPORTATION (Freight) :SELLER

INSURANCE :No Obligation
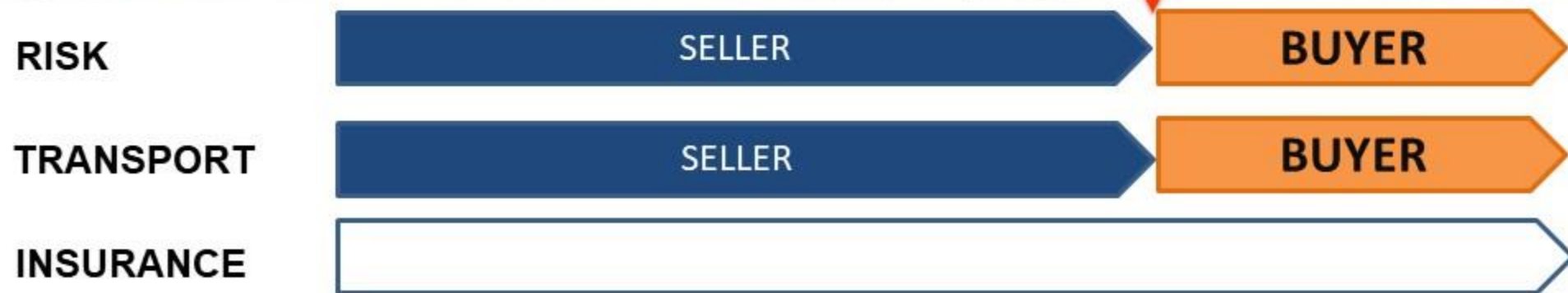
Unloading :BUYER

Import Clearance/licences :SELLER

FAS (Free Alongside Ship)

FAS (Free Alongside Ship)
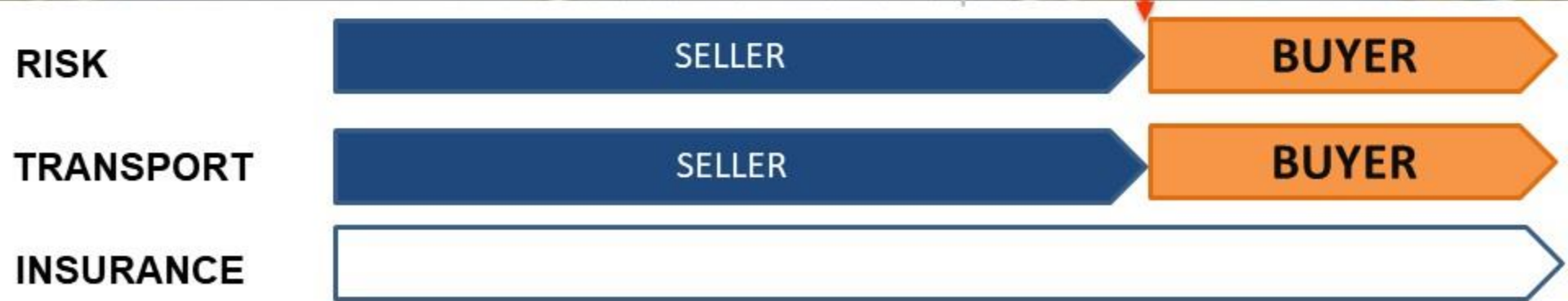
Control, Packing, Marking   :SELLER

Export Clearance/licences   :SELLER

Loading   :BUYER

TRANSPORTATION (Freight)   :BUYER

INSURANCE   :No Obligation

Unloading   :BUYER

Import Clearance/licences   :BUYER

FOB (Free on Board)

RISK	SELLER	BUYER	
TRANSPORT	SELLER	BUYER	
INSURANCE			

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FOB (Free on Board)

Control, Packing, Marking :SELLER

Export Clearance/licences :SELLER

Loading :SELLER

TRANSPORTATION (Freight) :BUYER

INSURANCE :No Obligation

Unloading :BUYER

Import Clearance/licences :BUYER

CFR (Cost and Freight)

DELIVERY

SELLER

SHOP

BUYER

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RISK — SELLER | BUYER

TRANSPORT — SELLER | SELLER

INSURANCE

CFR (Cost and Freight)

Control, Packing, Marking   :SELLER

Export Clearance/licences   :SELLER

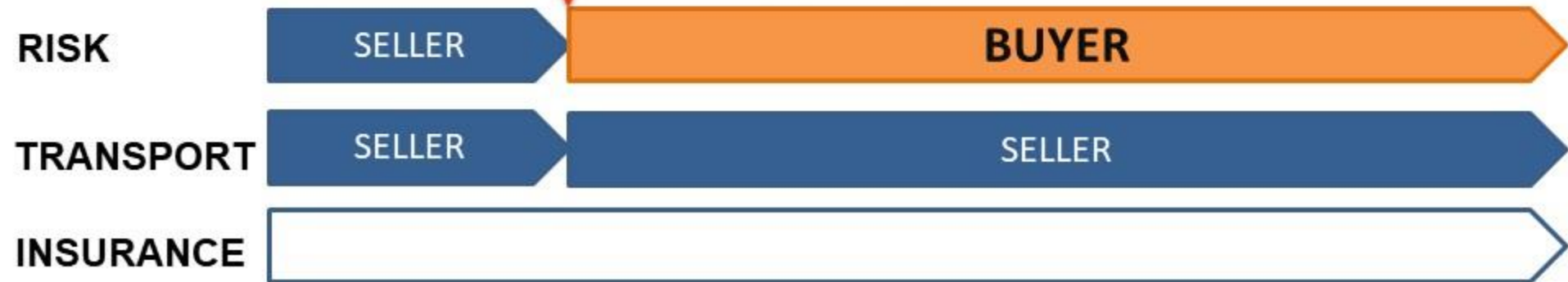Loading   :SELLER

TRANSPORTATION (Freight)   :SELLER

INSURANCE   :No Obligation

Unloading   :BUYER

Import Clearance/licences   :BUYER

CIF (Cost, Insurance and Freight)

Control, Packing, Marking :SELLER

Export Clearance/licences :SELLER

Loading :SELLER

TRANSPORTATION (Freight) :SELLER

INSURANCE :SELLER

Unloading :BUYER

Import Clearance/licences :BUYER

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VE
BLOCKCHAIN
FINANCE
FRAUD
COMPLIANCE

Abdurrahman Özalp
DIŞ TİCARET'TE
SAHTECİLİK VE
DOLANDIRICILIK
(FRAUD)

YENİ ISBP'ye GÖRE
AKREDİTİF
ve
UYGULAMA
Abdurrahman Özalp

✓ Temel düzeyden ileriye akreditif tekniği
✓ Swift mesajları ve kullanımları
✓ Akreditif tam metin analizi, ibraz ve inceleme
✓ Yeni ISBP'ye göre yorum ve açıklamalar
✓ Yeni ödeme yöntemi BPO (Bank Payment Obligation)
✓ Yeni BPO'nun akreditif ile karşılaştırılması
✓ ICC görüşleri ve rezerv konuları örnekler
✓ Rezerv konuları kontrol listeleri (check lists)
✓ CDCS hazırlık
✓ UCP, ISBP 745 ve EUCP Notları (ekler)

DIŞ TİCARETTE
YENİ ÖDEME YÖNTEMİ
BPO'NUN
KULLANILMASI
ABDURRAHMAN ÖZALP
BPO – Bank Payment Obligation
BÖY – Banka Ödeme Yükümlülüğü
VAR
YOK

Dış Ticarette
AKREDİTİF
RİSKLER
ve UCP
Tüm Sorular ve Cevaplar
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AKREDİTİF ve STANDBY L/C
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(UYGULAMA ve TESTLER)
ABDURRAHMAN ÖZALP
CDCS, CITF

BANKA TEMİNAT
MEKTUPLARINA İLİŞKİN
ICC KURALLARI
(2010 REVİZYONLU, URDG 758)

MAKALELER

Editör
Prof. Dr. Nuray Ergül

Beta

DIŞ TİCARET'TE YENİ KURALLAR
UCP 600'ın
KULLANILMASI
ve AKREDİTİF
Abdurrahman Özalp - CDCS
UCP 600
3. BASKI

ULUSLARARASI
YENİ KURALLAR
IŞIĞINDA
DIŞ TİCARET'TE
TESLİM VE ÖDEME
ŞEKİLLERİ
GENEL VE BANKALAR
UYGULAMASI
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