



# Negociação Internacional

EXPORTAÇÃO/IMPORTAÇÃO

# INCOTERMS

## International Commercial Terms

ICC – International Chamber of Commerce



Termos do Comércio Internacional que devem ser utilizados nos contratos de compra e venda, estabelecem regras uniformes no que respeita a divisão de custos e de risco de perdas e avarias durante o transporte, entre vendedor e comprador.

# THE JOURNEY TO

**Incoterms®**  
2020 by the International  
Chamber of Commerce (ICC)



## 1923

ICC conducts first study of most commonly used trade terms, highlighting disparities of their interpretation.



## 1928

Second **Incoterms®** rules study expands scope to improve clarity of trade terms in over 30 countries.



## 1936

ICC publishes first edition of the **Incoterms®** rules featuring six trade terms relating to carriage by sea.



## 1953

Three new non-maritime terms address the rise of transport of goods by rail in the wake of World War II: **FOR** (Free on Rail), **FOT** (Free on Truck) and **DCP** (Delivered Costs Paid).



## 1980

**FRC** (Free Carrier) term and new documentation processes introduced to address rise of containerisation.



## 1976

Fourth edition of the **Incoterms®** rules announces new terms to end confusion relating to the interpretation of **FOB** (Free on Board) for air transport.



## 1967

ICC launches third edition of the **Incoterms®** rules including two new terms: **DAF** (Delivery at Frontier) and **DDP** (Delivery in Country of Destination).



## 1990

ICC unveils **Incoterms® 1990**, a complete revision of the 1953 version reflecting contemporary practices in international trade and use of intermodal transport. **FRC** becomes **FCA**. Changes also contain provisions for the use of electronic messages.



## 2000

Publication of **Incoterms® 2000** sees major changes to the "Delivery" section, which made the term **FCA** (Free Carrier) far clearer and easier to use.



## 2010

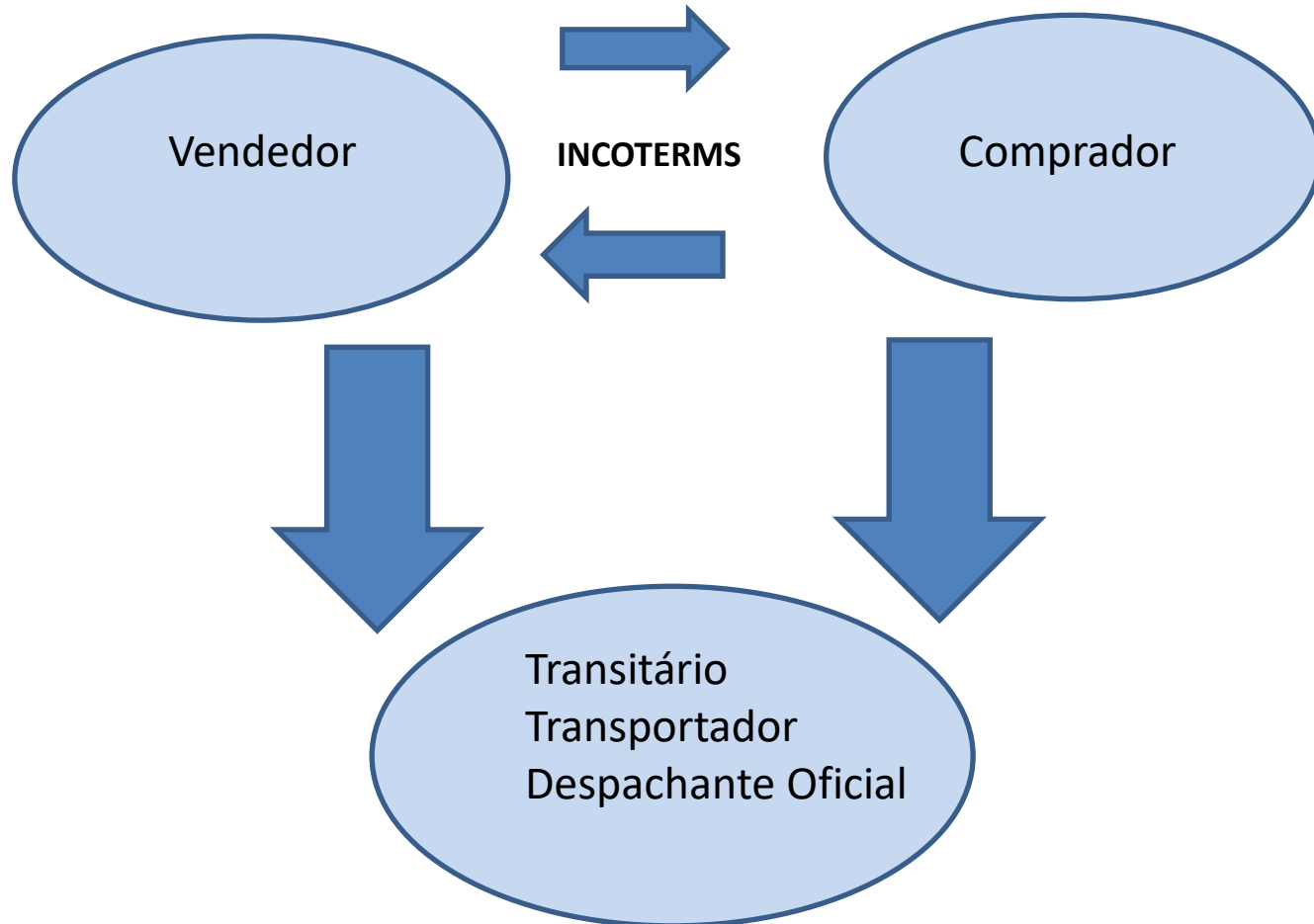
ICC releases **Incoterms® 2010**, reducing the number of terms from 13 to 11 by inclusion of two new rules for use irrespective of the agreed mode of transport. Other modifications to reflect contemporary trade landscape comprises measures to enhance cooperation among parties and adaptations regarding commodities sales and domestic transactions.



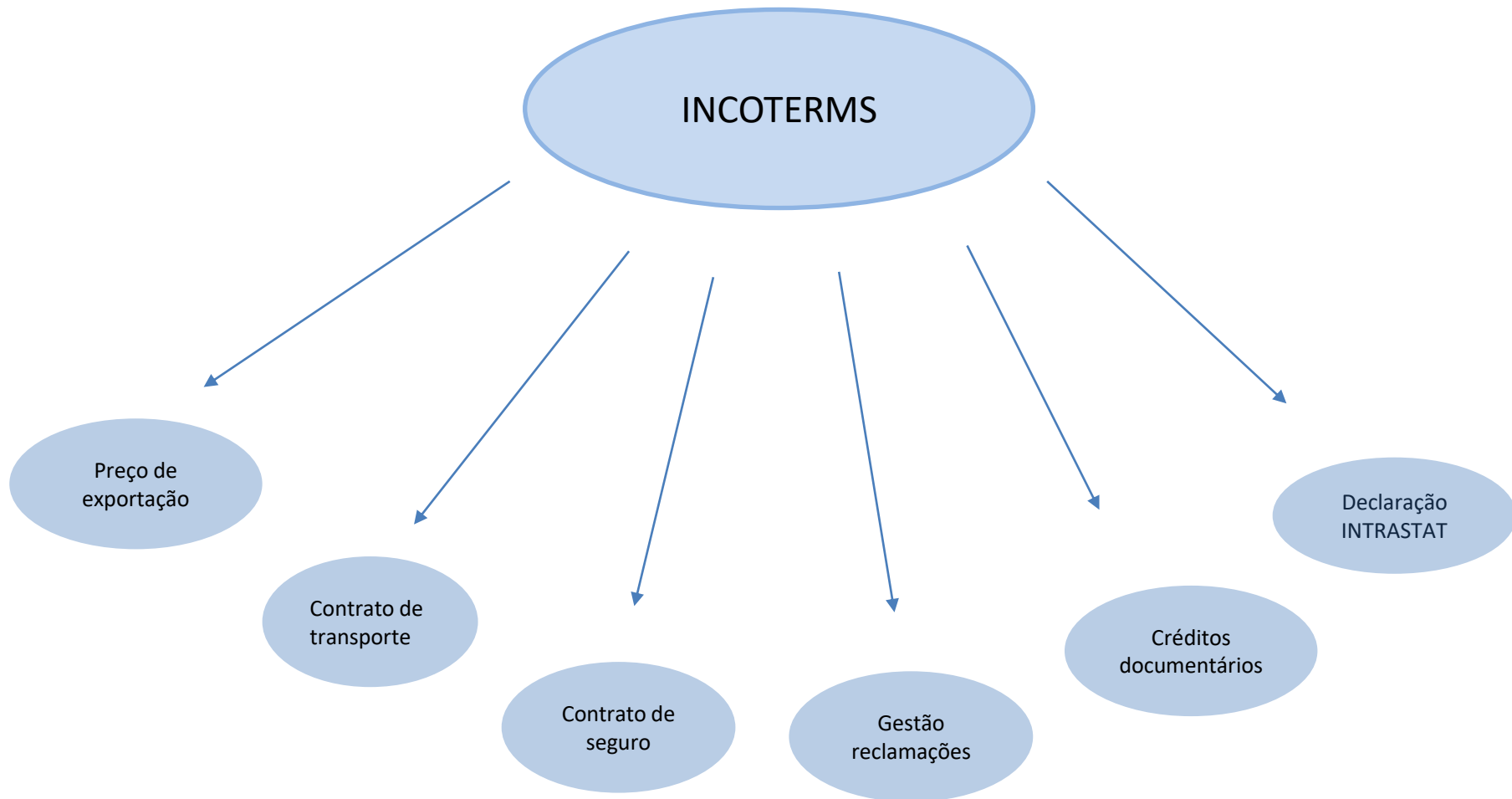
## 2019

To keep pace with the ever-evolving global trade landscape, the latest update to the trade terms is currently in progress and is set to be unveiled in the second half of 2019 for entry into force on 1 January 2020.

# Responsabilidades



# IMPACTO



# INCOTERMS 2020

- EXW
- FCA
- CPT
- CIP
- DAP
- DPU
- DDP



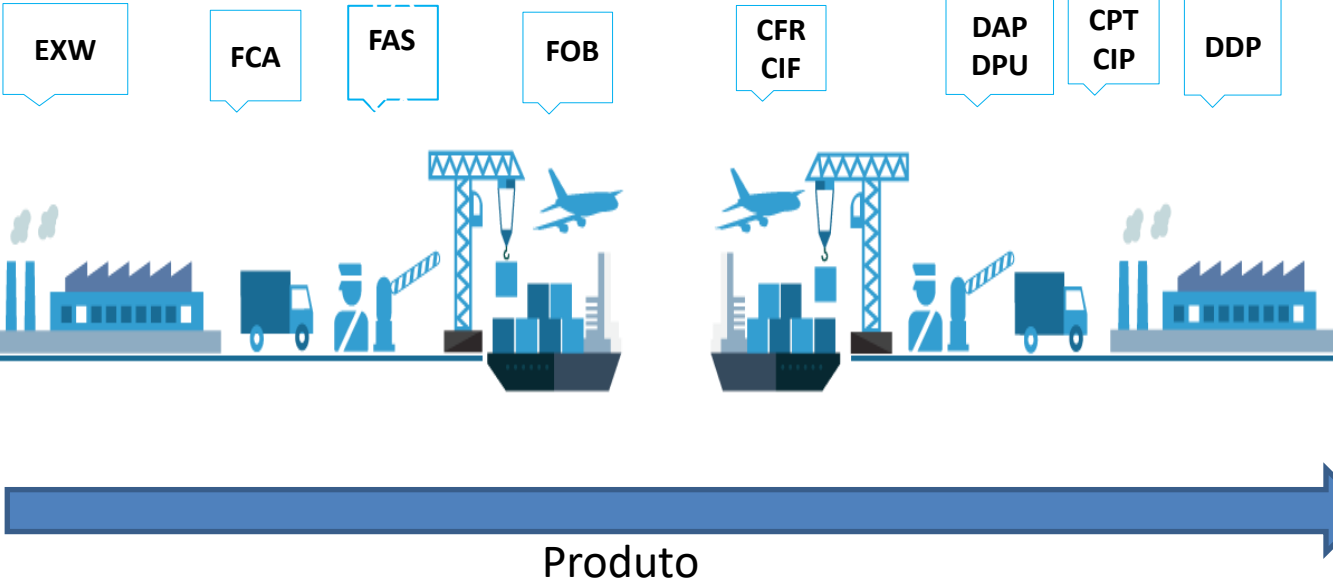
# INCOTERMS 2020

- FAS
- FOB
- CFR
- CIF



# INCOTERMS

## DIVISÃO DE CUSTOS/PREÇO DE EXPORTAÇÃO

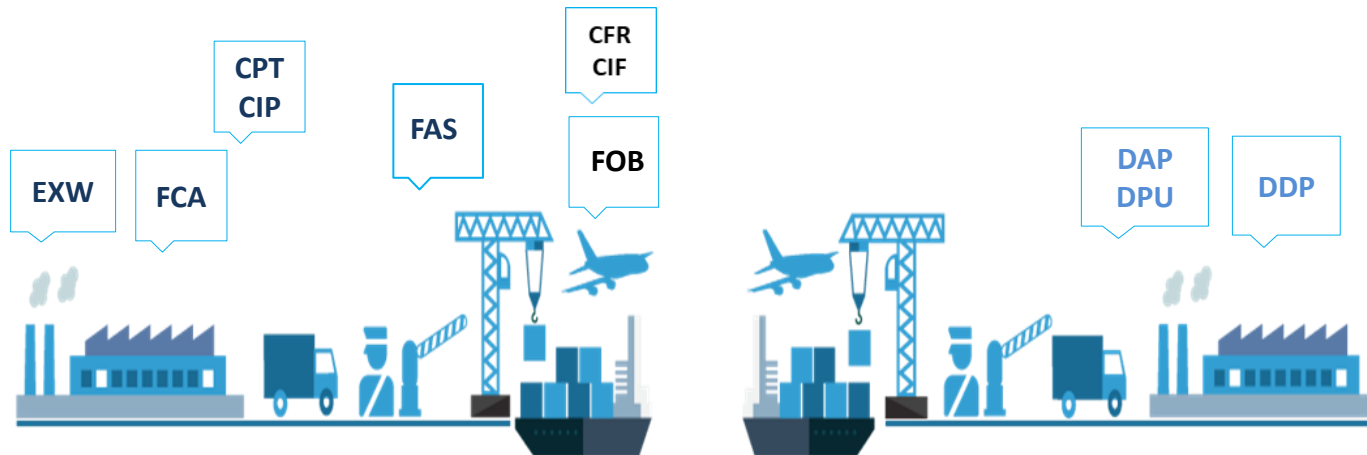




# INCOTERMS

## TRANSFERÊNCIA DE RISCO

VENDEDOR → COMPRADOR



ORIGEM



DESTINO

# Aspetos a considerar na utilização dos Incoterms

- A escolha do Incoterm
- Local de entrega
- Indicar a versão dos Incoterms – Incoterms 2020
- Indicar o local combinado
- Utilizar corretamente o Incoterm de acordo com o meio de transporte

# Documentos



## Transporte

- Bill of Lading – B/L
- CMR
- Airway Bill - AWB

## Aduaneiros

- DAU
- T2L
- T1
- Certificado de Origem
- EUR 1
- FORM A
- ATR

# Meios de Pagamento Internacional



- ✓ Cheque internacional
- ✓ Transferência Bancária
- ✓ Remessa documentária
- ✓ Créditos documentários