



ZAKENDOEN MET RUSLAND

RUSLAND VANUIT LOGISTIEK PERSPECTIEF

Alexey Diomidov - 20th February 2020



INCOTERMS 2020

Point of Delivery and Transfer of Risk



Incoterms	Point of Delivery	Point of Risk Transfer
EXW	EX WORKS	AGREED PLACE
FCA	FREE CARRIER	AGREED PLACE
FAS	FREE ALONGSIDE SHIP	PORT OF LOADING
FOB	FREE ON BOARD	PORT OF LOADING
CFR	COST & FREIGHT	PORT OF DESTINATION
CIF	COST, INSURANCE & FREIGHT	PORT OF DESTINATION
CPT	COST PAID TO	PLACE OF DESTINATION
CIP	CARRIER & INSURANCE PAID TO	PLACE OF DESTINATION
DPU	DELIVERED AT PLACE UNLOADED	PLACE OF DESTINATION
DAP	DELIVERED AT PLACE	DESTINATION
DDP	DELIVERED DUTY PAID	DESTINATION

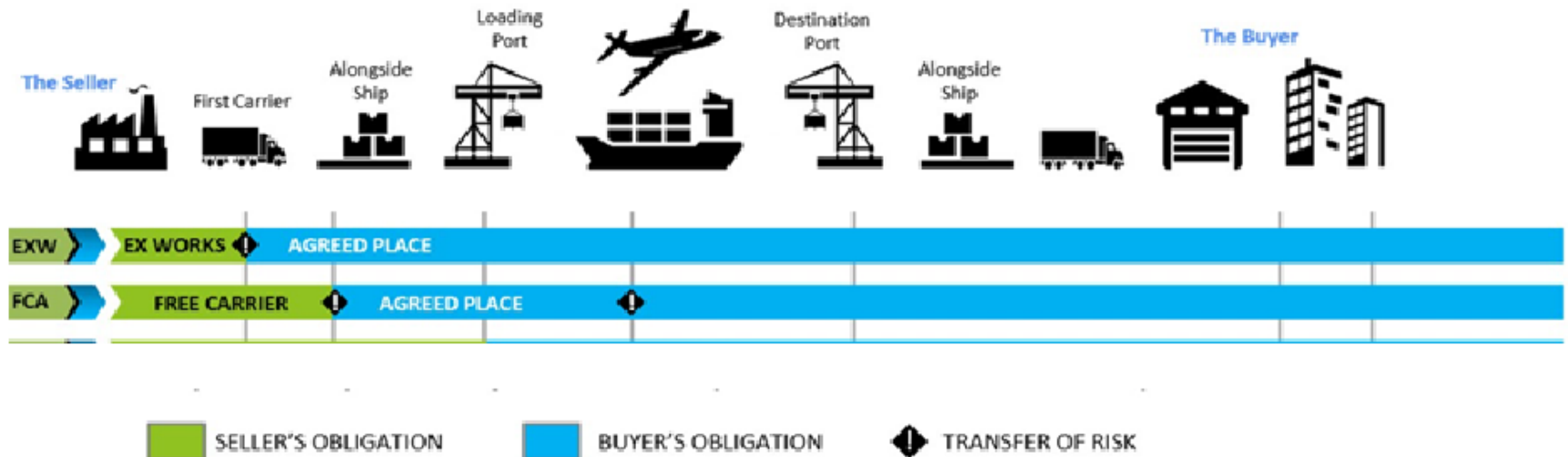
SELLER'S OBLIGATION
 BUYER'S OBLIGATION
 TRANSFER OF RISK



Challenges VS Incoterms. G1

EXW & FCA

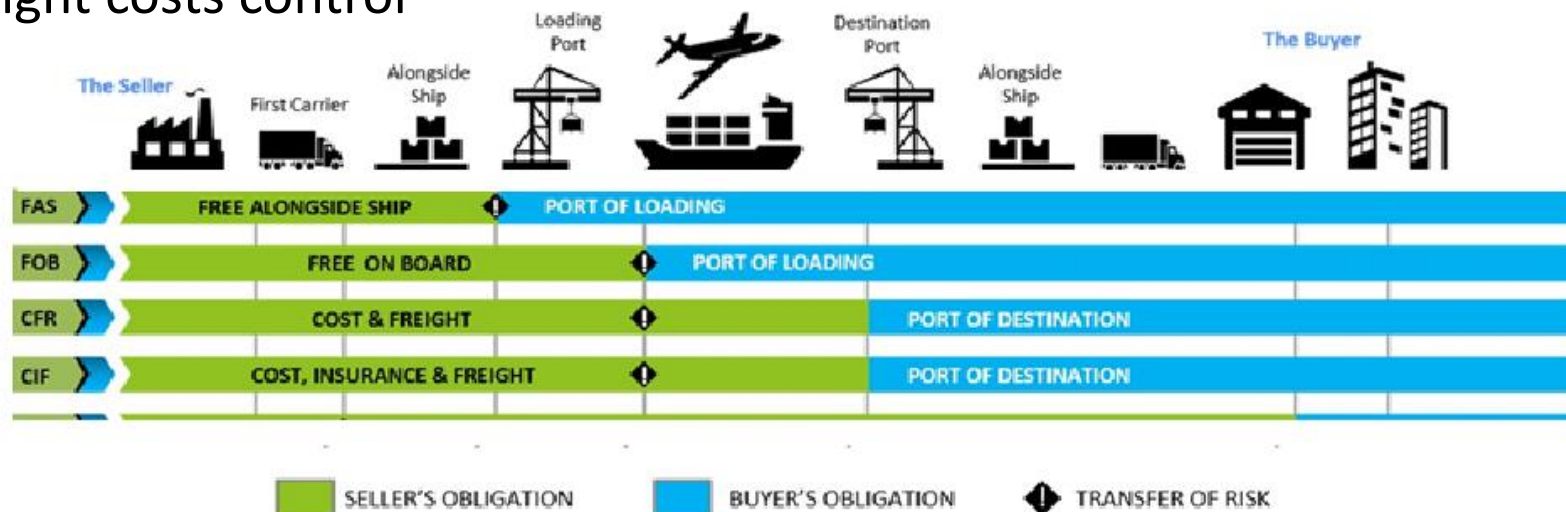
- Detailed technical description
- Paperwork



Challenges VS Incoterms. G2

FAS, FOB, CFR & CIF

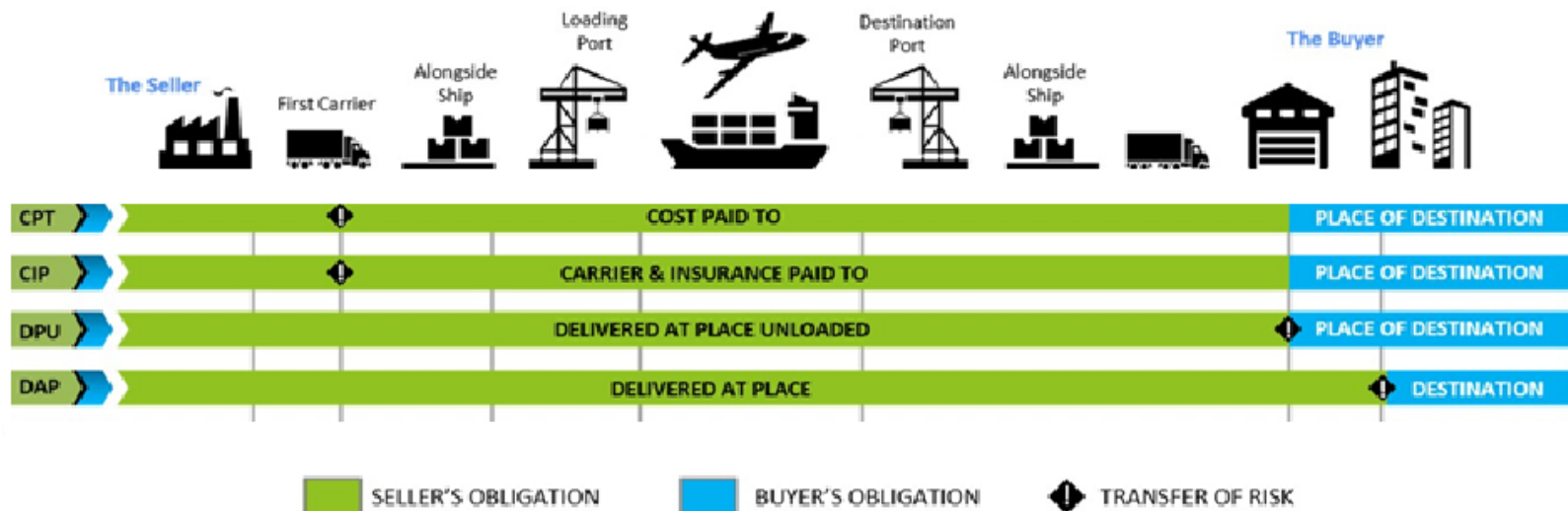
- Transport document details
- Terminal of arrivals
- All documents should be agreed before arrival
- Freight costs control



Challenges VS Incoterms. G3

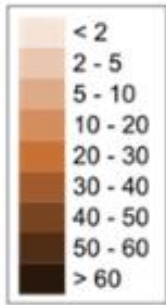
CPT, CIP, DAP & DPU

- High logistics cost
- Big Geography and determining of the optimal logistics route
- Low level of logistics service in the periphery



Population map & Road transport network

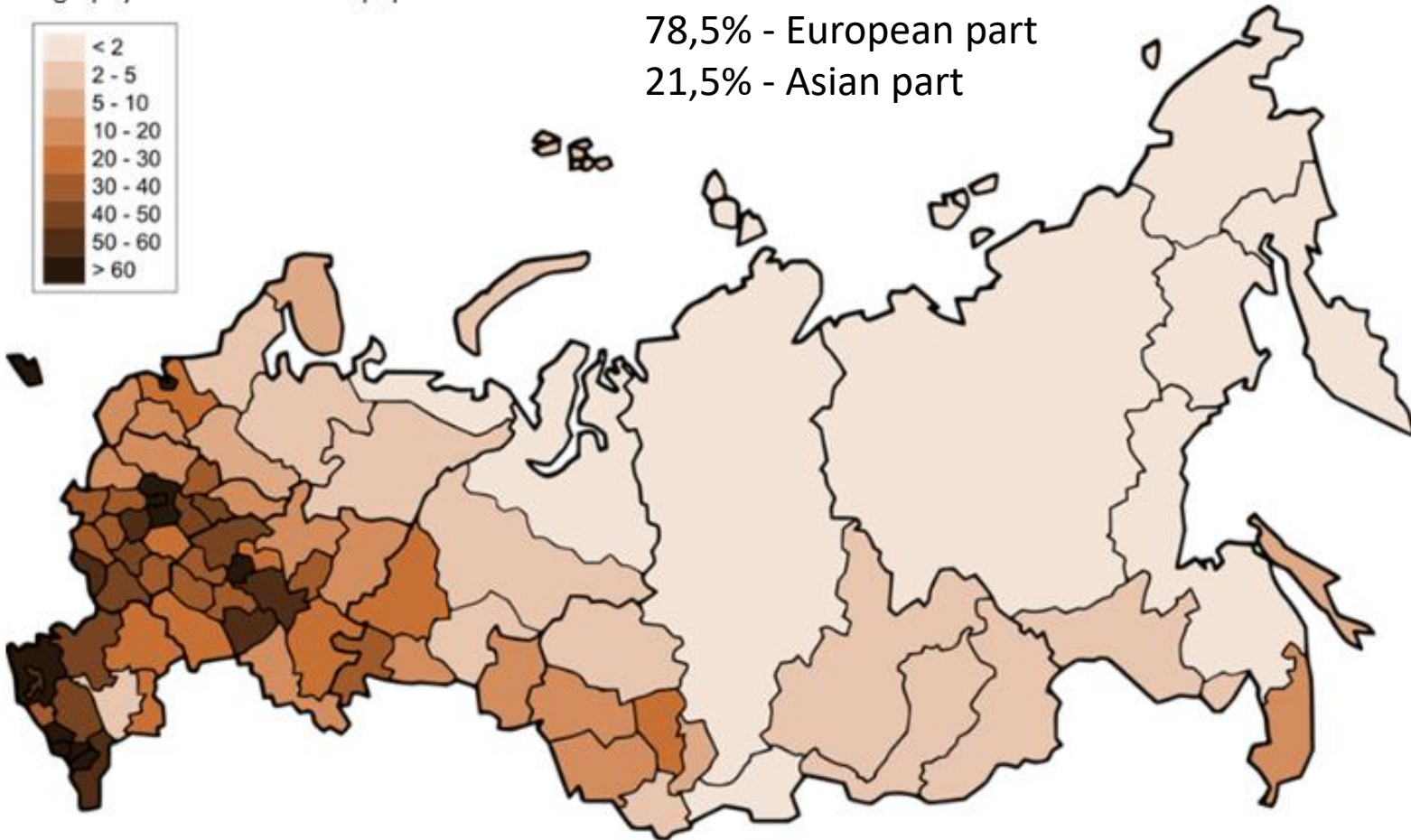
Geography information about populated areas



Population

78,5% - European part

21,5% - Asian part

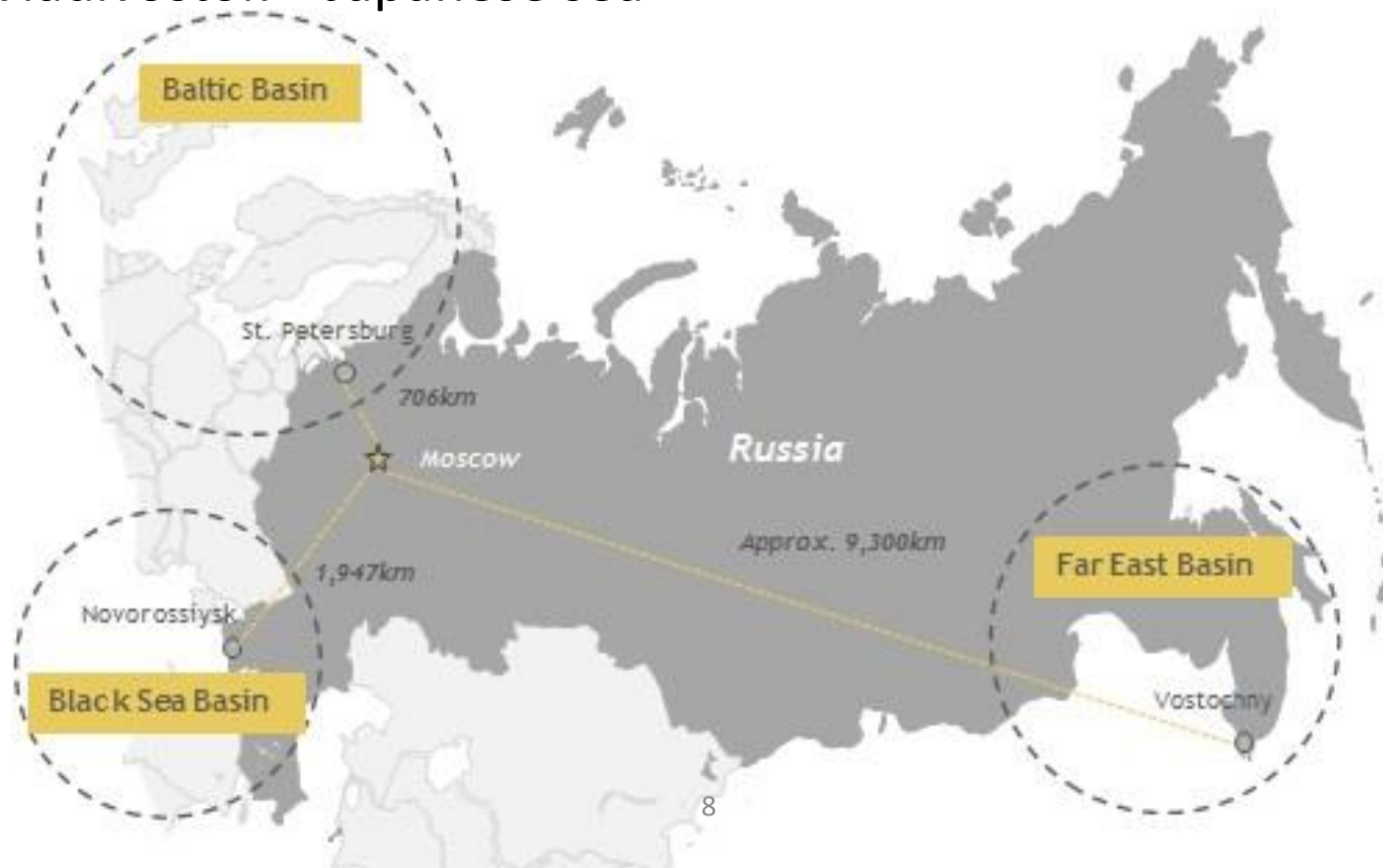


Railway Network in Russia



Main Russian Seaports

1. St. Petersburg – Gulf of Finland
2. Novorossiysk – Black sea
3. Vladivostok – Japanese sea



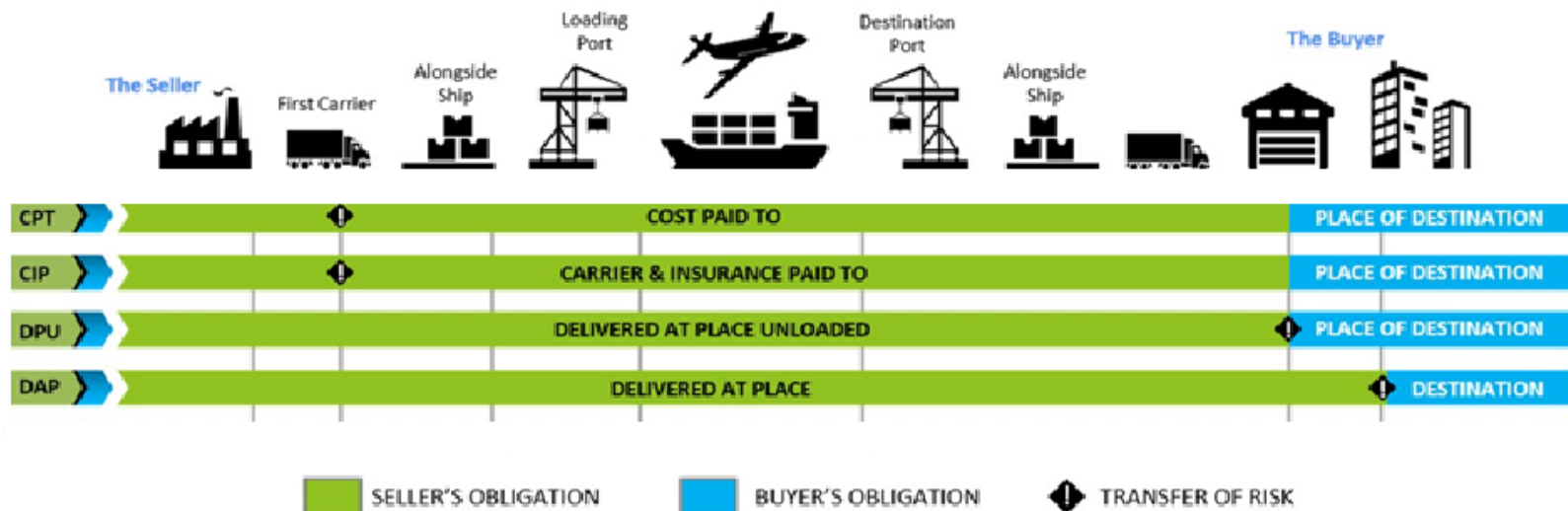
Main International Airports



Challenges VS Incoterms. G3

CPT, CIP, DAP & DPU

- High logistics cost
- Big Geography and determining of the optimal logistics route
- Low level of logistics service in the periphery



Challenges VS Incoterms. G4

DDP

- Classic DDP doesn't work
- Using of Trade House service
- Unusual customs clearance process
- Certifications
- **Political situation**





Good luck and thank you very much!

СПАСИБО ЗА ВНИМАНИЕ