



- D. 1000 100 1 100, 1000, 1000, 100 100 1000 100 100 1000 100, 100, 1000, 100 100  
100 100 1 100 100,
- E. 1000 100 100 100 100 1000 1000 100 100 10000,
- F. 1000 100 1000 100 1000 100, 100 100 100,
- G. 100 100 1 100 100 100 100/1000 100,
- H. 1000 100 100 10000 100 10000 100 100 100 100 1000, 100
- I. 10000 100 100 100 10000 1000 100 1000 10000 100.

10000 1000 10000 100, 100, 100, 100, 100 100 100 10000 10000 10000.

10000 100 10000 1000 10000 100 100 100 100 1000 1000 1000 1000 100 100 100  
1000 1000 100000 10000 1000 100 1000 1000 1 10000. 10000 100 10000 1000  
10000 100 100 100 100 10000 10000 100 100 100 100 10000 100 10000 10000 10000  
10000.

10000 100 100000 1000 10000 10000 100 100 1 1000 100 1000 10000 1000 100  
10000. 10000 1 1000 10000 100 1000 10000 100 1000 100 10000 10000 10000  
100, 10000 100000 10000 100 1000 1000 10000 100 1000 10000 10000 1000  
100000 1000 1 100, 10000 10000 100000 30 1000 1000 1000 100000.

10000 1 1000 100 10000 1000 100 10000 10000 1000 10000 100 1 100000 60  
1000 1000 1000. 1 1000 10000 100 100 10000 1000 1000 10000 1000 100 1000 100,  
100, 100 100 100, 1000 1000 100 100 100 100000. 10000 10000 1000 100 100 10000  
1000 1 10000.

100 1000 100 1, 10000 100 100 100 100 10000 100 1000 100000 1000 100 100 100 100  
100 1 100 1000 100 10000 10000 10000 10000.

1000 1 10000 100 30 1000 1000 1000 10000 100, 1000 1 100 10000 10000 100 1000  
10000 1000 1000 100 100 1000 100 1000 100 10000 10000 100000 100 100000.

4. 1000 1 100 100. 1000 1000 1 100 100 100 1000 100000 1000 100 1000 100 100000  
1000. 100 1000 1000 100 100, 1000 1000 1 100 100 100 1000 10000 100 1000  
INCOTERMS EXW(100 “100 100”) 10000 1000. 10000 10000 1000 100 100000 100  
1000 100 100 1000 1000 1000 1000. 10000 100 1000 100 100 100, 10000 100000  
1000 1000 1000 10000.

5. 100 100, 1000 100. 10000 1000 10000 100 100000, 10000 1000 10000 10000 100  
100000 10000 1000 10000. 10000 100, 100, 100, 100 100, 100, 1000 100 1000 1000  
100, 100 100 1000, 10000 100 100 1000 100 100 1000 100000 1000 100  
1000 100 100 100 100 10000 100 100 100000 10000 100, 100, 100 100 1000 100  
10000 100 1000 1000 1 1000 100 10000. 1000 1000 10000 100, 1000 1 100 1000  
1000 100 1000 1000 1000 10000 10000 1000 10000.

100 100 100 100/1000 1000 100000 100000 100, 1000 100 1000 1000 1000 100 100,  
10000 10000 100 100 1000 100 1000 100 100000 10000 100 1000 1000 1000 100  
1000 10000 1000 100 10000. 1000 1000 100000 10000 10000 100 100 100 100 100  
1000 10000 100 10000.

6. 100 100. 10000 10000 100000 10000 100 100 100 100 100 1000 10000 100 100  
100 1000 10000 100 10000 100, 100, 100000 1 100 (100, 1000, 100000 100, 1000, 100,  
10000 100 100 100) 100 100 10000 10000 1000 1000 100 1000 10000 1000 100  
1000 100 1 100 1000 100 1000 1000 1000 1000 1000 1000 1000 1000 1000 100000.  
1000 1000 10000 100 1000 100 1000 10000 1000 10000 1000 1000 1000 1000





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