

## Incoterms Guide

A plain-language explanation of the shipping terms we use, written for first-time importers.

### FOB (Free On Board) Alexandria

The price covers the goods loaded onto the vessel at Alexandria port. From that point, the buyer arranges and pays for ocean freight and insurance. This is our default and most common term — it gives the buyer full control over their own freight forwarder and shipping line.

### CIF (Cost, Insurance & Freight)

The price includes the goods, ocean freight, and marine insurance all the way to the buyer's destination port. We arrange the shipping and insurance on the buyer's behalf, which is convenient for buyers without an established freight forwarder relationship.

### CFR (Cost & Freight)

Similar to CIF, but without insurance included — the price covers goods and ocean freight to the destination port, and the buyer arranges their own marine insurance if desired.

### Payment Terms

By agreement. Payment terms are agreed with each buyer when the order is confirmed.

Not sure which term fits your situation? Tell us your destination port and whether you already work with a freight forwarder, and our export team will recommend the simplest option for your first order.