

Mānuka Export Incoterms Decision Matrix

Two-page decision matrix mapping delivery point, risk transfer, carriage, insurance, export/import clearance and product-quality controls across the most relevant Incoterms® 2020 choices.

Rule family	Delivery / risk concept	Commercial caution	Status
EXW	Goods placed at buyer disposal at named place	Seller need not load or clear export under rule; overseas buyer may face practical friction	
FCA	Delivery to buyer-nominated carrier/person at named place	Often fits container / multimodal handover better than assuming FOB	
CPT	Seller pays carriage to destination; risk transfers earlier at carrier delivery	Paid freight != seller risk to destination	
CIP	CPT structure + seller-arranged insurance	Check cover, insured value and claims path	
DAP	Seller risk to named destination; buyer handles import clearance	Importer must be able to clear food legally	
DDP	Seller handles import clearance/duty/tax and destination delivery	Maximum seller obligation; may be impractical for foreign seller	
FOB/CFR/CIF	Sea/inland-waterway terms; risk generally transfers on board	Do not use automatically for container/multimodal handovers	

Status key: GREEN = evidence closed • AMBER = verification open • RED = do not release / rely.

Incoterm selection checklist

Control	Buyer question / evidence	Status
Physical handover	Where are goods actually delivered to carrier / buyer?	
Export clearance	Who can lawfully and practically complete Australian export formalities?	
Main carriage	Who should contract and pay freight?	
Risk transfer	At what point should loss/damage risk move to buyer?	
Insurance	Is seller-arranged insurance required, and at what cover level?	
Import clearance	Who can legally complete destination import and tax formalities?	
Quality acceptance	Separate specification / damage / temperature / lot acceptance rules documented?	

Use with current official requirements, the actual sale contract and transaction-specific evidence. This worksheet is not a government form, legal advice, laboratory method or SELVEH shipment record.