

Vietnam Supply Chain Guide



About Seafood Industry Australia

Seafood Industry Australia (SIA) is the national peak-body representing the Australian seafood industry as a whole. With members from the wildcatch, aquaculture and post-harvest sectors of the Australian seafood industry, we are the voice of Australian seafood.

SIA provides consumers, Government and other stakeholders with confident and united representation. Our unity indicates that we love what we do, we stand by our products and that those products are the best in the world.

SIA provides services identified through a process involving member input to fill a critical gap that currently exists, to have more influence on Government decisions, to act as a national industry voice, to be a marketing and communications hub, and to remove obstacles to growth standing in the way of the Australian seafood industry.

Our vision is for the Australian seafood industry to be United, Effective and Respected.

Our mission is to Promote, Protect and Develop the Australian seafood industry on the national and international level.

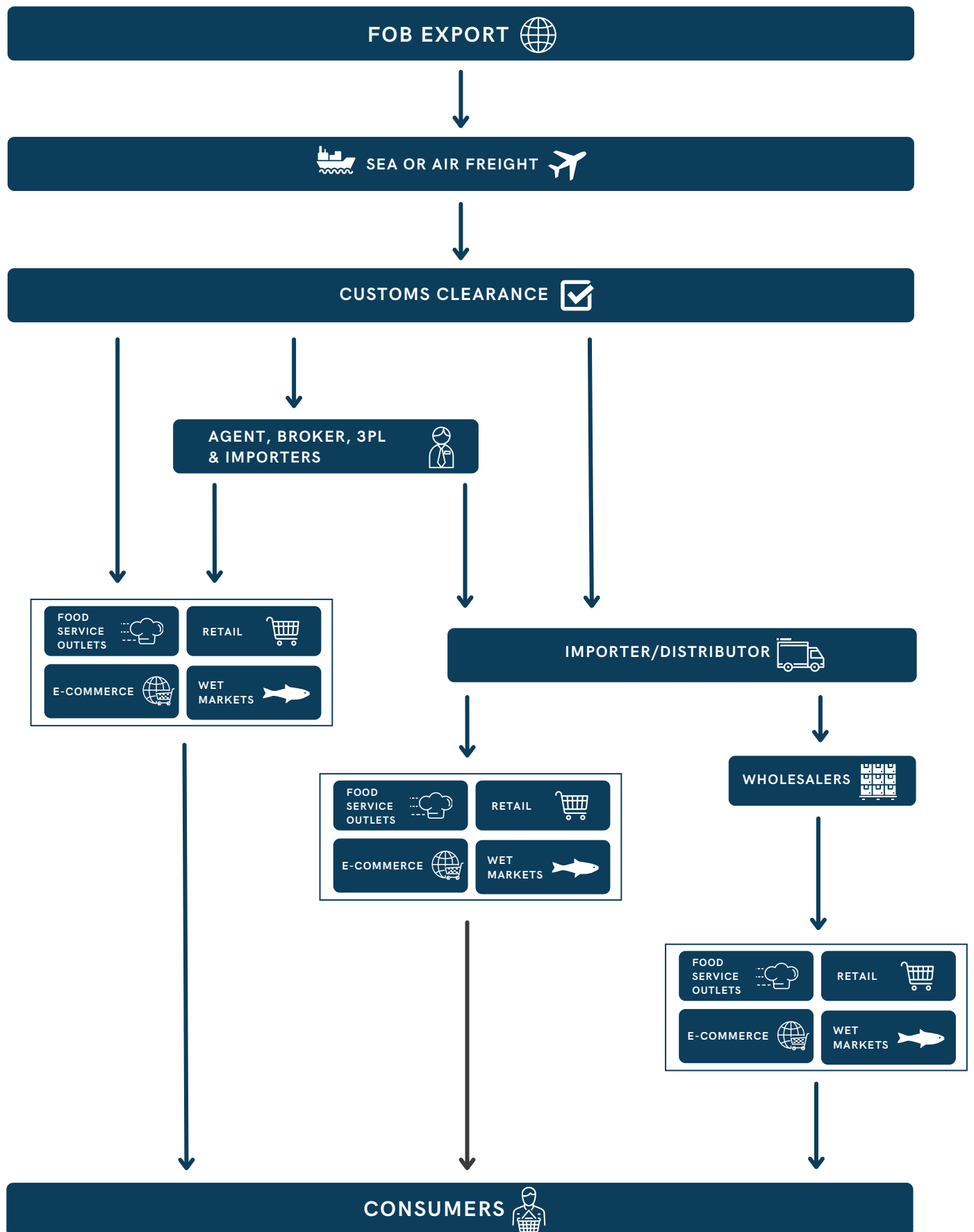
Agricultural Trade and Market Access Cooperation (ATMAC) Program

The ATMAC program is an Australian Government initiative, expanding trade in Australian agricultural, forestry and fisheries sectors into emerging export markets and/or export markets with high-growth potential. This will be achieved through support for diversification efforts that align with industry priorities.

Seafood Industry Australia's 'marketing, market access and export development for the Australian seafood industry' was funded under the ATMAC Program.



Supply Chain Overview



ASEAN-AUSTRALIA-NEW ZEALAND FREE TRADE AGREEMENT

The Agreement Establishing the ASEAN-Australia-New Zealand Free Trade Area (AANZFTA) is an agreement between ASEAN Member States (Brunei Darussalam, Cambodia, Indonesia, Laos, Malaysia, Myanmar, the Philippines, Singapore, Thailand and Vietnam), Australia and New Zealand. It delivers extensive tariff reduction and greater certainty for services suppliers and investors. The Agreement remains the highest quality of ASEAN's FTAs with its partners. AANZFTA entered into force in January 2010 for Australia.

Australia, Brunei Darussalam, Malaysia, New Zealand, Singapore and Vietnam are also signatories of the [Comprehensive and Progressive Agreement for Trans-Pacific Partnership \(CPTPP\)](#), which entered into force for Australia, New Zealand and Singapore on 30 December 2018; for Vietnam on 14 January 2019. Australia, Brunei Darussalam, Cambodia, Laos, Malaysia, New Zealand, Singapore, Thailand and Vietnam have ratified the [Regional Comprehensive Economic Partnership \(RCEP\)](#) Agreement, an ASEAN-led FTA, which entered into force on 1 January 2022.

USEFUL LINKS

- [ASEAN-Australia-New Zealand FTA](#)
- [AANZFTA website](#)
- [Comprehensive and Progressive Agreement for Trans-Pacific Partnership \(CPTPP\)](#)
- [Austrade Industry Directories](#)
- [Fisheries Research and Development Corporation \(FRDC\)](#)
- [Micor - Manual of Importing Country Requirements](#)
- [Step-by-step guide to exporting fish and fish products](#)

[The FTA Portal](#) is a user-friendly Australian Government website that provides easy access to information for exporters, importers, and other stakeholders seeking to access the benefits from all of Australia's free trade agreements (FTA). [The FTA Portal](#) is the easiest way to determine the preferential FTA tariff rate on your product.

The following document has been prepared to help exporters and importers to make use of AANZFTA. It contains practical advice on how to find tariff commitments and Rules of Origin (ROO) requirements for individual products;

[**Making use of AANZFTA to export or import goods \[PDF 812 KB\]**](#)

CHECKLIST OF KEY POINTS FOR SUCCESSFULLY USING AANZFTA TO EXPORT OR IMPORT GOODS

Some of the key points to follow when using AANZFTA to export or import goods are set out below. But remember that authoritative and full details of AANZFTA's requirements are set out in the Agreement and its Annexes.

- 1** Check the tariff commitments applying to products of interest to you, and in countries of interest, in the AANZFTA tariff schedules.
- 2** Check the rule of origin applying to your product following the steps outlined in [this](#) pamphlet.

Step 1: Check whether the good meets AANZFTA requirements for a wholly obtained or produced good as set out in [Article 3 of the ROO Chapter](#), or is produced in a Party exclusively from originating materials from one or more of the Parties in accordance with [Article 2.1\(c\)](#). If the good meets these requirements then it is deemed to be an AANZFTA originating good. If the good does not meet these requirements, proceed to Step 2.

Step 2: Check the Product Specific Rule (PSR) that applies to the relevant good set out in Annex 2 of the Agreement. The good needs to meet the PSR set out in Column 4 of this Annex to be deemed an AANZFTA originating good. These two steps will identify whether the wholly obtained rule, the rule that a good be produced in an AANZFTA Party exclusively from originating materials, or a PSR applies to a particular good. In addition, other relevant provisions of AANZFTA's ROO (see the summary above) need to be complied with for a good to be considered an AANZFTA originating good.

SEE APPENDIX A FOR CERTIFICATE OF ORIGIN SAMPLE

3**If you are exporting a good to an AANZFTA Party:**

- apply to an Issuing Authority/Body for a Certificate of Origin (COO) for each shipment;
- ensure that the importer has the COO so they can submit it to the Customs Authority at the time of import declaration for the shipment;
- if you have not specified the FOB value in Box 9 of the COO, and are claiming preference on the basis of an RVC rule, ensure that a completed Exporter Declaration containing this information accompanies the COO;
- The FOB value will only be the required for goods where origin is claimed on the basis of RVC value.

4**If you are importing a good from an AANZFTA Party:**

- ensure that that you have a COO issued by an Issuing Authority in the exporting Party at the time of import declaration for the shipment.

5

Ensure you maintain necessary records for at least three years (in the case of Australian traders, five years)

INCOTERMS®

International Commercial Terms or 'Incoterms®' are a set of 11 individual international rules for interpreting trade terms issued by the International Chamber of Commerce (ICC), which help traders in different countries understand one another. Incoterms clarify the obligations of buyers and sellers in trading internationally to avoid any confusion. These terms are updated periodically to adapt to changing trade practices. Some common examples of Incoterms for any mode of transportation include:

- EXW - Ex-Works OR Ex-Warehouse
- FCA - Free Carrier
- FOB - Free on Board
- CFR - Cost and Freight
- CIF - Cost, Insurance and Freight

SEE APPENDIX B FOR INCOTERMS CHART

Logistics & Ports of Entry

Having efficient and reliable logistics for export can give exporters a competitive advantage through better order handling and shortened product cycles. Export logistics is a crucial yet considerably complicated piece of the export puzzle that includes order handling, transportation, inventory management and handling, storage, packaging, and clearing of the export goods. Most new exporters and experienced exporters use a freight forwarder to navigate the various steps needed to get their products into international markets.

SEA FREIGHT

Ongoing sea freight disruption has caused massive problems to global logistics.

The closure of some of the world's largest ports, congestion and shortages of storage space has resulted in ships rerouting and changing their schedules at short notice. The flow-on effects have been:

- Difficulty in getting containers
- Difficulty in securing freight capacity
- The escalating cost of freight
- Longer shipping journeys due to changing schedules
- Bottlenecks at ports
- Delays in transit

Sea Freight, Full Container Load (FCL)

A container (20-foot or 40-foot) is exclusively used for a single shipment. The container is not shared with other cargo shipments, and the costs are borne by one party. It is generally used for heavy cargo (over 15 tons).

Sea Freight, Less than Container Load (LCL)

A container is shared by various cargo shipments. LCL is the preferred option when there aren't enough goods to fill up the entire container. This option allows the exporters to lower their shipping costs.

Lead times between Australia and Vietnam (centre to centre) via maritime routes are around 25-30 days to arrive at the port and 1-3 days for customs clearance. Lead times are much faster by air routes, just one day for transport and customs clearance.

Export Market Development Guidebook 2021; Euromonitor International as per Customs Offices in Vietnam

AIR FREIGHT

Air freight has been even more disrupted than sea freight at the onset of the pandemic and now appears to be settling into a new normal.

Most air freight is carried on passenger aircraft and with the closed border policy for international arrivals, freight has become problematic to many destinations and costs have escalated.

PORTS OF ENTRY

Noi Bai International Airport, Hanoi

Noi Bai International Airport is currently regularly operating 47 aircraft parking positions, receiving regular flights, non-routine flights, private aircraft and is operating 24 hours. Total volume of goods and parcels transported has reached 405,407 tonnes.

Tan Son Nhat International Airport, Ho Chi Minh City

Tan Son Nhat International Airport is currently the busiest airport in Vietnam and has the highest cargo volume in the country. The volume of goods and parcels transported is over 412,021 tonnes.

Hai Phong Port, Hai Phong City

Hai Phong port is the second largest port in Vietnam with a capacity of 10 million tonnes of goods per year. Total port length is 2,600 metres with large warehouses of more than 50,000 sq m.

Cat Lai Port (Tan Cang Sai Gon Port), Ho Chi Minh City

Tan Cang Sai Gon is the largest port complex in Vietnam with a chain of seaports in Ho Chi Minh City such as Tan Cang, Cat Lai, Cai Mep and Hiep Phuoc (total of 18 ports) connecting with more than one million sq m of ICD and inland transportation fleets.

USEFUL LINKS

- [The International Federation of Freight Forwarders Associations \(FIATA\)](#)
- Search for a customs broker or freight forwarder on the IFCBAA site:
 - [International Forwarders & Customs Brokers Association of Australia \(IFCBAA\)](#)

Legislative & Regulatory Information

FOOD SAFETY LAW AFFECTING FOOD EXPORTS INTO VIETNAM

According to Seafish 2020, below are three competent authorities dealing with different types of foods, i.e. Ministry of Health ('MOH') for health-type food products, Ministry of Agriculture and Rural Development ('MARD') for agro-type food products, and Ministry of Industry and Trade ('MOIT') for the rest. However, MARD is the coordinating agency.

COMPETENT AUTHORITIES FOR FOOD SAFETY ADMINISTRATION IN VIETNAM

MOH

Most pre-packed and processed food products including bottled water, mineral water, functional food, micronutrients.

MARD

Cereals, meat and meat products, fish and fish products, vegetables, bulbs, fruits, eggs and egg products, raw milk, honey and honey products, genetically-modified foods, salt, condiments, sugar, tea, agro-products, etc.

MOIT

Alcoholic beverage, soft drinks, processed milk, vegetable oil, products used for production of powder, starch and other food products, confectionery.

FOOD SAFETY ADMINISTRATION FOR IMPORTED FOOD PRODUCTS

It is required that competent authorities of exporting countries register food producers with Vietnamese competent authorities, and in necessary cases, field inspections in exporting countries would be carried out by Vietnamese authorities, before the products are permitted to be exported into Vietnam.

Inspection of shipments at arrival would be reduced, especially for already registered and/or Good Manufacturing Practices ('GMP') and Hazard Analysis and Critical Control Points ('HACCP') certified companies. The customs authorities will only check company records, except in cases of special warning. The three competent ministries will inspect up to 5% of total food imports per year on a random basis.

LABELLING REQUIREMENTS

Food labels must be in Vietnamese, although, supplementing foreign languages are allowed. In general, food labels must include: Product name, Name and address of manufacturer and importer (if any) , country of origin, net quantity, ingredient list, expiry date, irradiated foods declaration, notice of genetic engineering, allergen information, nutrition information, declaration of specific health and/or wellness claims.

Imported seafood packages must be labelled as per regulations in the [Decree No. 43/2017/ND-CP,13](#) replacing Decree No. 89/2006/ND-CP, particularly Article 8 and Article 10.

REGISTRATION OF SEAFOOD EXPORTERS (FOR HUMAN CONSUMPTION)

Seafood exporters to Vietnam are required to register with the Department of Animal Health ('DAH'). The responsibility used to lie with the National Agro-Forestry-Fisheries Quality Assurance Department ('NAFIQAD') and was transferred to DAH in 2017.

Registration dossiers should be filled in by the competent veterinary authorities of the exporting countries and include:

1. Form No. 07: List of registered export products
2. Form No. 08: Information about management systems of exporting countries and its capacity for food safety control
3. Form No. 09: Information about exporters' facilities and processes to ensure food safety requirements are met

AMENDMENTS TO AUSTRALIAN SEAFOOD ESTABLISHMENT LIVE SEAFOOD LISTINGS (2017-08)

The revised approved establishment list, which includes a list of eligible products for each establishment, can be found on the DAH website. For further details refer to [MAA 2017-07 Vietnam - Review of list of registered establishments approved to export seafood from Australia](#)

DAH has advised that establishments exporting live aquatic species to Vietnam do not need to be included on the approved establishment list. Establishments are only required to be listed if they are exporting non-viable seafood products.

PROCESS FOR REGISTRATION OF SEAFOOD EXPORTERS

- 1** Exporters prepare necessary documents for the registration dossier.
- 2** Competent Vet Authority fills in 3 Forms and sends the dossier to either DAH or DIT Vietnam.
- 3** DIT Vietnam follows up with DAH and informs exporters of the results (if any).

Customs Clearance

Registration & declaration for quarantine for each consignment

QUARANTINE REGISTRATION

According to Seafish 2020, once the exporter is approved to be listed, before the consignment arrives in Vietnam, importers need to register with DAH for quarantine of the incoming consignment(s). Each consignment of exported products must be accompanied by an Export Health Certificate issued by competent authorities of the exporting country (unless fish and fishery products are caught by foreign fishing vessels, processed at sea and directly sold in Vietnam). The registration dossiers can be posted to DAH or sent via email/fax.

Documents to be submitted for quarantine registration and declaration; Seafood products imported for domestic consumption

Form No. 02TS (Annex V)	Prepared & Issued By; Importer
Export Health Certificate	Prepared & Issued By; Competent Authority in Australia
CITES Permit (if any)	Prepared & Issued By; CITES (For aquatic animals and animal products named in the List of endangered species of wild fauna and flora)
Import Permit (if any)	Prepared & Issued By; Vietnam Directorate of Fisheries (For aquatic animals not in the List of aquatic breed permitted for business; the List of species of live aquatic animals permitted for import as food)

QUARANTINE DECLARATION

After DAH approves the quarantine registration and assigns the quarantine body, the importers have to inform the assigned body at least 4 days in advance for seafood and at least 2 days in advance for seafood products for the on-site quarantine inspection. The timing and location of the quarantine process shall be notified after 1 day of receipt of the complete information from the importer.

The dossiers and procedures for both registration and declaration are regulated at Article 4 and Article 13 & 14 of Circular No. 26/2016/TT-BNNPTNT and Circular No. 02/2018/TT-BNNPTNT.

Documents to be submitted for quarantine registration and declaration; Seafood products imported for domestic consumption

Form No. 03TS (Annex V)	Prepared & Issued By; Importer
Export Health Certificate	Prepared & Issued By; Competent Authority in Australia
Bill of Lading	Prepared & Issued By; Shipping Line

Market Entry

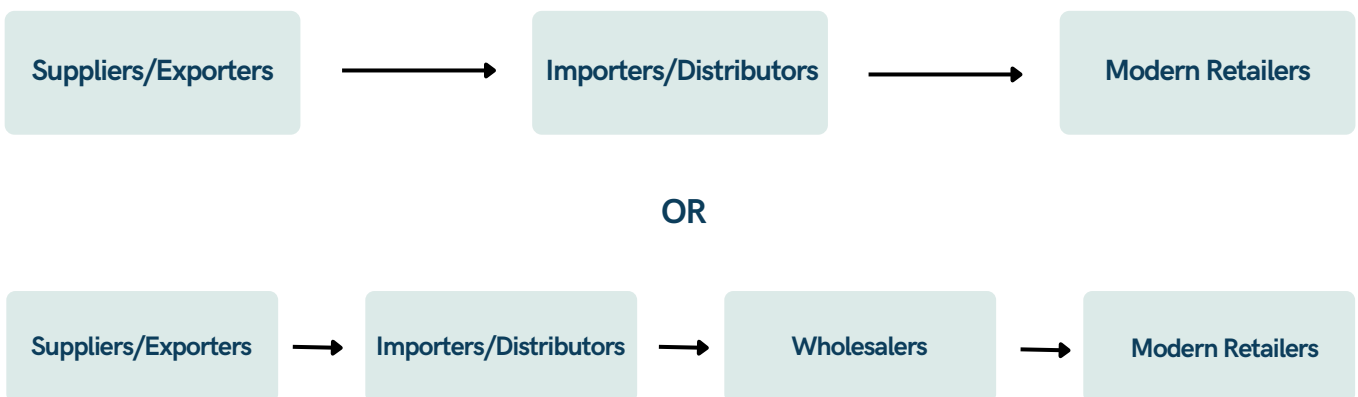
IMPORTER/DISTRIBUTOR ROLES & RESPONSIBILITIES

- Purchases product from exporter
- May organise ocean transportation & insurance
- Clears customs and pays any duties applicable
- Warehouses, stores and dispatches stock
- Getting paid: payment terms & deductions
- Sales and marketing services
- Can specialise in foodservice or retail

It is advisable to bear the following questions in mind before engaging in any trade conversation:

- Your potential partner's reach/coverage - i.e. does the importer only focus on retail or food service, or do they work with both? Which outlets do they work with?
- What order sizes are you looking for?
- Does the importer share your values? Are they committed to building your brand in a way you're happy with?

The below two distribution models are the most common for market entry into Vietnam as they don't involve many intermediaries. Relying on importers/distributors is an advantage for overseas exporters; they do not need to be concerned with the import procedures and they can rely on their network of partners in Vietnam.



KEY DISTRIBUTORS

Note these distributors may not specialise in seafood



MARGIN STRUCTURE

EST. DISTRIBUTOR MARGIN



28% - 38%

It is important that exporters take the adjacent indicative margins as a guide only. There are many conditions attached to trading terms and because they can be a crucial element of success, they need to be strategically negotiated.

The Retail Channel

OVERVIEW

- According to Seafish 2020, there has been a rising demand for imported fresh/chilled whole fish, particularly Atlantic and other salmon, as well as some frozen fish, particularly frozen salmon, for use by the more upscale food service industry and high-end retail outlets as a result of an increase in foreign visitor arrivals and increased business-related entertainment.
 - Frozen salmon, tuna, and whole frozen fish imports have contributed to the repacking and sale through retail channels as well as for use in the food service industry due to the rising number of expatriates and higher incomes among middle income Vietnamese groups.
- The domestic market in Vietnam is experiencing an increase in demand for fish, particularly in major areas like Ho Chi Minh City, which is Vietnam's most vibrant and populous economic region. Every year, a greater number of supermarkets. When it comes to eating of seafood, Vietnamese people like to eat fish (both freshwater and marine fish).
 - Most Vietnamese customers choose to consume fresh, high-quality fish items over frozen ones. Despite this, people continue to prefer processed fish for their everyday meals due to its comfort and ease of preparation.
- Spending on groceries is very high in Vietnam as a portion of household expenditure relative to the rest of the world, forecast at approximately 42% of a Vietnamese person's monthly purchases in 2020, an increase of 8% from 2019. However, grocery spending as a whole remained stable throughout this time period as the value of household expenditure declined YoY.
- COVID has had a negative impact on Vietnamese supermarkets in 2020-21; the national lockdown did lead to stockpiling across many Vietnamese households, however, the financial uncertainty following the health crises meant that value sales growth across grocery retailing was largely constrained.
- The majority of Vietnamese consumers prefer to shop at traditional outlets such as wet markets and small, independent "tap hoa" stores, however, desires are increasingly shifting towards convenience stores, which have more than quadrupled in store numbers since 2012 and are forecast to compromise 37.4% of retail revenue in 2021.
- GS25, a major South Korean convenience store operator, began opening stores in Vietnam in 2018 and aims, by the end of the next decade, to operate 2,500 stores nationwide. This coincided with 7-Eleven's arrival and subsequent declaration that the global retailer aims to open 100 stores in three years.

- The Ministry of Trade and Industry believes 1-3 modern retail stores are necessary for every 1000 Vietnamese people, indicating a shortage that is quickly being filled by new hypermarkets, large supermarkets and convenience stores. Many major supermarket retailers, such as Saigon Union, receive extensive government assistance when expanding throughout both urban and rural areas.
- Supermarkets and convenience stores are taking advantage of the rising demands for convenient eating, providing many ready-to-eat (RTE) meals and semi-cooked meals that greatly reduce the effort involved in cooking at home.
- Major chain hypermarket retailers saw positive growth in sales value throughout 2020 due to the expansion of a strategy of opening new stores in smaller towns where competition is weaker.

RETAIL MARGIN STRUCTURE



The margin structure of the various supply chain partners is highly dependent on many factors including, but not limited to, the level of service offered and if freight is included.

Margins also vary based on some of the following:

- Chilled and frozen carry bigger margins, chilled the highest
- The value and uniqueness of the product (the margin % is less for higher-value products)
- The size of the order
- The size of the customer
- The retailer trading terms
- The level of marketing support

KEY PLAYERS



The E-Commerce Channel

E-COMMERCE TRENDS

- Approximately 73% of Vietnamese use e-Commerce channels for shopping at least twice a week, this trend most prominent amongst lower-income groups and younger generations, who are more tech-savvy.
- The food delivery app market is experiencing a surge in activity, having grown at a compounded annual rate of 38% between 2014 and 2019 before experiencing higher annual growth in 2020. Grab is the most popular app, fulfilling approximately 300,000 orders a day. However, competition is rife, causing driver shortages and issues with app servicing.
- Many new SMEs are focusing on organic and/or vegetarian products, targeting a much younger market through popular social media sites including Facebook and Zalo, as customers tend to use these services more than search engines to look up advertising.
- The onset of the COVID-19 pandemic facilitated large increases in spending through e-Commerce channels for all categories, with overall e-Commerce sales value rising 31% from Q1 2019 to Q2 2020 alone.
- Vietnamese e-Commerce giants Vingroup, Vinamilk and Mobile World were all well-equipped to deal with the explosive rise in demand for products purchased online throughout 2020, in particular groceries, as these businesses had already developed extensive omnichannel services and distribution networks.
- The high competition between delivery platforms as a result of higher e-Commerce sales traffic has led businesses to invest more in logistical and transportation means, as Deloitte research found this to be the biggest impediment on online shopping in Vietnam, with some grocery delivery businesses now offering delivery within two hours.
- Orders through online platforms that involve shipment from abroad face logistical barriers in the form of high shipping costs and a lengthy customs process.
- Mobile apps are much more popular than online websites for making food orders, as major e-Commerce apps have an easier user interface and also allow for users to quickly create profiles that store their details.

KEY PLAYERS



The Foodservice Channel

OVERVIEW

Food & beverage services comprise establishments engaged in the sale of prepared food and drinks for immediate consumption. The various types of food and beverage services in Vietnam are:

- Restaurants
- Fast food restaurants
- Food caterers
- Ship chandlers
- Airport catering
- Armed forces
- Others
- Cafes, coffee houses and snack bars

FOODSERVICE TRENDS

- As a result of government restrictions on eating out, along with higher consumer preferences for dining in a more socially distanced manner, restaurant sales value across all categories, but particularly full-service restaurants declined greatly in 2020 relative to previous years.
- The Foodservice industry is expected to make a strong recovery through 2021-22 as urbanisation and economic growth continue to rise, with compounding annual growth forecasts for the following five years at 13.05%, eventually placing the value of the market at over US\$65 billion.
- Chained restaurants offering diverse cuisines in major city centres are expanding rapidly, many of the most successful retailers being those that employ the fast-food service model such as MK (Thai).
- Restaurants that had previously prioritised customers eating-in began to prioritise either their own delivery services or partnering with third-party delivery apps, the latter of which is by far the most popular option for restaurants, as the COVID-19 pandemic evolved.
- Independent, mostly Full-Service Foodservice operators were most affected by the decline in sales created by the COVID-19 pandemic because these businesses did not have access to the same funds as chained operators nor flexible leases or other operational capital necessary to withstand short-term losses.

- Customers making orders with restaurants directly over the phone would often struggle with phone connectivity problems and frequent miscommunication issues as the result of different Vietnamese dialects. Food delivery apps have thus made the ordering process much easier and, also because these apps reach a much wider customer base, are usually preferred by restaurants.
- Ice cream limited-service restaurants suffered the worst out of all restaurant categories affected by the COVID-19 pandemic because the product is seen as very much a luxury treat across Vietnam.

Appendix

APPENDIX A - CERTIFICATE OF ORIGIN

(THIS IS A SAMPLE ONLY - ORIGINAL TO BE SUPPLIED BY AUTHORISED BODY)

1. Goods Consigned from (Exporter's name, address and country)			Certificate No. Form AANZ		
2. Goods Consigned to (Importer's/ Consignee's name, address, country)			AGREEMENT ESTABLISHING THE ASEAN – AUSTRALIA–NEW ZEALAND FREE TRADE AREA (AANZFTA) CERTIFICATE OF ORIGIN (Combined Declaration and Certificate) Issued in (Country) (see Overleaf Notes)		
3. Means of transport and route (if known) Shipment Date: Vessel's name/Aircraft etc.: Port of Discharge:			4. For Official Use <input type="checkbox"/> Preferential Treatment Given Under AANZFTA <input type="checkbox"/> Preferential Treatment Not Given (Please state reason/s) Signature of Authorised Signatory of the Importing Country		
5. Item number	6. Marks and numbers on packages	7. Number and kind of packages; description of goods including HS Code (6 digits) and brand name (if applicable). Name of company issuing third party invoice (if applicable)	8. Origin Conferring Criterion (see Overleaf Notes)	9. Quantity (Gross weight or other measurement), and value (FOB) where RVC is applied (see Overleaf Notes)	10. Invoice number(s) and date of invoice(s)
11. Declaration by the exporter The undersigned hereby declares that the above details and statements are correct; that all the goods were produced in (country) and that they comply with the rules of origin, as provided in Chapter 3 of the Agreement Establishing the ASEAN-Australia-New Zealand Free Trade Area for the goods exported to (importing country) Place and date, name, signature and company of authorised signatory			12. Certification On the basis of control carried out, it is hereby certified that the information herein is correct and that the goods described comply with the origin requirements specified in the Agreement Establishing the ASEAN-Australia-New Zealand Free Trade Area. Place and date, signature and stamp of Authorised Issuing Authority/ Body		
13. <input type="checkbox"/> Back-to-back Certificate of Origin			<input type="checkbox"/> Subject of third-party invoice	<input type="checkbox"/> Issued retroactively	
<input type="checkbox"/> De Minimis			<input type="checkbox"/> Accumulation		

APPENDIX B - INCOTERMS CHART

Incoterms® 2020											
Transportation	Any mode of transport		Sea and inland waterway transport				Any mode of transport				
	EXW	FCA	FAS	FOB	CFR	CIF	CPT	CIP	DAP	DPU	DDP
Incoterm	Ex Works (Place)	Free Carrier (Place)	Free Alongside Ship (Port)	Free On Board (Port)	Cost and Freight (Port)	Cost Insurance & Freight (Port)	Carriage Paid To (Place)	Carriage and Insurance Paid to (Place)	Delivered at Place (Place)	Delivered at Place Unloaded (Place)	Delivered Duty Paid (Place)
Export packaging	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Loading charges	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Delivery to port/place	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Export duty, taxes and customs clearance	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Origin terminal charges	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Loading on carriage	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Carriage charges	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Insurance	Negotiable	Negotiable	Negotiable	Negotiable	Negotiable	*Seller	Negotiable	**Seller	Negotiable	Negotiable	Negotiable
Destination terminal charges	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller
Delivery to destination	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller
Unloading at destination	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Buyer
Import duty, taxes, and customs clearance	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller

Contact Us

For more information please contact Seafood Industry Australia:

Julie Willis

Trade Export Manager

julie@seafoodindustryaustralia.com.au

info@seafoodindustryaustralia.com.au

Websites:

www.seafoodindustryaustralia.com.au

www.greataustralianseafood.com.au

