

Bill-To Location	Ship-to Location	Purchase Orders Placed On	Ship from Region	Routing	Shipping Term (Incoterms 2010)	Title transfer	Risk of Loss Transfer	Delivery point
Anywhere	ACRP	Cisco International Limited	All	Cisco Routed	CPT	First Carrier	First Carrier	Import point (prior to customs clearance)
Anywhere	EU (except Italy, Norway, Switzerland and United Kingdom)	Cisco International Limited	All	Cisco Routed	CIP*	First Carrier	First Carrier	Ship to address indicated on the Purchase Order
Anywhere	United Kingdom	Cisco International Limited	All	Cisco Routed	CIP*	UK arrival point ⁹	First Carrier	Ship to address indicated on the Purchase Order
Anywhere	Norway and Switzerland	Cisco International Limited	All	Cisco Routed	CIP	First Carrier	First Carrier	Ship to address indicated on the Purchase Order
Anywhere	EMEA (except EU, Italy, Norway, Switzerland and United Kingdom)	Cisco International Limited	All	Cisco Routed	DAP	First Carrier	Import Point (prior to customs clearance)	Import Point (prior to customs clearance)
Anywhere	Anywhere (except Australia, Belarus, Brazil, Canada, China, Japan, Kazakhstan, Italy, India, Mexico, Russia, S. Korea, Ukraine, USA and US2)	Cisco International Limited	EU	Customer Routed	EXW	Cisco Designated Shipping Point	Cisco Designated Shipping Point	Cisco Designated Shipping Point
Anywhere	Anywhere (except Australia, Belarus, Brazil, Canada, China, Japan, Kazakhstan, Italy, India, Mexico, Russia, S. Korea, Ukraine, USA and US2)	Cisco International Limited	All (excluding EU)	Customer Routed	FCA	First Carrier	First Carrier	Cisco Designated Shipping Point
Anywhere	Netherlands	Cisco Systems International B.V.	All	Cisco Routed	CIP*	First Carrier	First Carrier	Ship to address indicated on the Purchase Order

The Netherlands	Anywhere (except Belarus, Brazil, Canada, China, Kazakhstan, Italy, India, Mexico, Russia, S. Korea, Ukraine, USA and US2)	Cisco Systems International B.V.	EU	Customer Routed	EXW	Cisco Designated Shipping Point	Cisco Designated Shipping Point	Cisco Designated Shipping Point
The Netherlands	Anywhere (except Belarus, Brazil, Canada, China, Kazakhstan, Italy, India, Mexico, Russia, S. Korea, Ukraine, USA and US2)	Cisco Systems International B.V.	All (excluding EU)	Customer Routed	FCA	First Carrier	First Carrier	Cisco Designated Shipping Point
Anywhere (except LATAM)	USA	Cisco Systems, Inc.	All	Cisco Routed	CPT	First Carrier	First carrier	Ship to address indicated on the Purchase Order
LATAM	USA	Cisco Systems, Inc.	All	Cisco Routed	FCA	Cisco Designated Shipping Point	Cisco Designated Shipping Point	Ship to address indicated on the Purchase Order
Anywhere	LATAM (except Mexico), US2 and ROW	Cisco Systems, Inc.	All	Cisco Routed	CPT	First Carrier	First carrier	Import point (prior to customs clearance)
USA, LATAM	Anywhere (except Australia, Belarus, Canada, China, Japan, Kazakhstan, Italy, India, Mexico, Russia, S. Korea, Ukraine, and US2)	Cisco Systems, Inc.	All (excluding EU)	Customer Routed	FCA	First Carrier	First Carrier	Cisco Designated Shipping Point
Anywhere	Australia	Cisco Systems Australia Pty Ltd.	All	Cisco Routed	DAP**	First Carrier	Ship to address indicated on the Purchase Order	Ship to address indicated on the Purchase Order

Brazil	Brazil ^a	Cisco Brazil	Brazil	Customer Routed	EXW**	Cisco Designated Shipping Point	Cisco Designated Shipping Point	Cisco Designated Shipping Point
Anywhere	Canada	Cisco Systems Canada Co.	All	Cisco Routed	DAP**	First Carrier	Ship to address indicated on the Purchase Order	Ship to address indicated on the Purchase Order
China	China	Cisco China Company Limited	All	Cisco Routed	DAP**	Ship to address indicated on the Purchase Order	Ship to address indicated on the Purchase Order	Ship to address indicated on the Purchase Order ^b
China	China ^c	Cisco (China) Innovation Technology Co., Ltd.	All	Cisco Routed	DAP**	Ship to address indicated on the Purchase Order	Ship to address indicated on the Purchase Order	Ship to address indicated on the Purchase Order ^b
India	India	Cisco Commerce India PVT Ltd.	All	Cisco Routed	DDP	Cisco Designated Shipping Point	Ship to address indicated on the Purchase Order	Ship to address indicated on the Purchase Order
India	India	Cisco Commerce India PVT Ltd.	All	Cisco Routed	DAP ^f	Cisco Designated Shipping Point	Ship to address indicated on the Purchase Order	Ship to address indicated on the Purchase Order
Anywhere	Italy	Cisco Systems (Italy) S.r.l.	All	Cisco Routed	CIP*	First Carrier	First Carrier	Ship to address indicated on the Purchase Order

Anywhere	Japan	Cisco Systems G.K.	All	Cisco Routed	CIP ^{d**}	First Carrier	First Carrier	Ship to address agreed by Cisco prior to Purchase Order submission and indicated on the Purchase Order
Mexico	Mexico	Cisco Systems de Mexico, S. de R.L. de C.V.	All	Cisco Routed	DAP ^{**}	Cisco Designated Shipping Point	Ship to address indicated on the Purchase Order	Ship to address indicated on the Purchase Order
Anywhere	South Korea	Cisco Systems Korea Limited	All	Cisco Routed	DAP ^{**}	Cisco Designated Shipping Point	Ship to address indicated on the Purchase Order	Ship to address indicated on the Purchase Order

DEFINITIONS:

1. **ACRP** means countries covered by the Asia Cisco Routed Program as determined by Cisco including American Samoa, Bangladesh, Bhutan, Brunei Cambodia, Christmas Island, Cocos (Keeling) Islands, Cook Islands, Fiji, French Polynesia, Heard Island and McDonald Islands, Hong Kong, , Indonesia, Kiribati, , Democratic People’s Republic of Korea, Republic of Laos, People’s Democratic Republic, Macao, Malaysia, Maldives, Marshall Islands, Federated States of Micronesia, Mongolia, Myanmar, Nauru, Nepal, New Caledonia, New Zealand, Niue, Norfolk Island, Northern Mariana Islands, Palau, Papua New Guinea, People’s Republic of China, Philippines, Pitcairn, Samoa, Singapore, Solomon Islands, Sri Lanka, Taiwan, Thailand, Timor-Leste, Tokelau, Tonga, Tuvalu, Vanuatu, Vietnam, Wallis and Futuna.
2. **Cisco Brazil** means Cisco Comercio e Serviços de Hardware e Software do Brasil Ltda.
3. **Cisco Designated Shipping Point** means any predefined point that Cisco deems appropriate for collection or delivery.
4. **Cisco Routed (opt-in)** means, where available, a shipping program as selected by Integrator, Distributor or Customer, as applicable, using Cisco’s carrier of choice by which program shipment of Products is made in accordance with the Shipping term (Incoterms 2010) defined in the table above.
5. **Customer Routed (opt-out)** means, where available, a shipping program, as selected by Integrator, Distributor or Customer, as applicable, on the Purchase Order at the time of Purchase Order submission, by which Products are delivered in accordance with the Shipping term (Incoterms

2010) defined in the table above. Integrator's, Distributor's or Customer's carrier, as applicable, must be part of Cisco's Approved Vendor List (AVL).

6. **EMEA** means the Middle East, Africa, the Commonwealth of Independent States (CIS), and Pakistan. For the purposes of this Exhibit, EMEA excludes Russia and includes Afghanistan, Albania, Algeria, Andorra, Angola, Armenia, Azerbaijan, Bahrain, Benin, Bosnia and Herzegovina, Botswana, Bouvet Island, British Ind. Ocean Terr., Burkina Faso, Burundi, Cameroon, Cape Verde, Central African Republic, Chad, Comoros, Congo, Democratic Republic of the Congo, Cote d'Ivoire, Djibouti, Egypt, Equatorial Guinea, Eritrea, Ethiopia, Faroe Islands, French Southern Terr., Gabon, Gambia, Georgia, Ghana, Gibraltar, Greenland, Guinea, Guinea-Bissau, Iceland, Iran, Iraq, Israel, Jordan, Kazakhstan, Kenya, Kuwait, Kyrgyzstan, Lebanon, Lesotho, Liberia, Libya, Lichtenstein, Macedonia, Madagascar, Malawi, Mali, Mauritania, Mauritius, Mayotte, Moldova, Monaco, Montenegro, Morocco, Mozambique, Namibia, Niger, Nigeria, Oman, Pakistan, Palestinian Territories, Qatar, Reunion, Rwanda, Saint Helena, San Marino, Sao Tome and Principe, Saudi Arabia, Senegal, Serbia, Seychelles, Sierra Leone, Somalia, South Africa, South Sudan, Sudan, Svalbard and Jan Mayen, Swaziland, Syria, Tajikistan, Tanzania, Togo, Tunisia, Turkey, Turkmenistan, Uganda, Ukraine, United Arab Emirates, Uzbekistan Vatican City State, Western Sahara, Yemen, Zambia, Zimbabwe.
7. **EU** means, for the purposes of this Exhibit, the current member states of the European Union excluding Italy, the Netherlands and the United Kingdom. As of the Effective Date, the list is as follows: Austria, Belgium, Bulgaria, Croatia, Cyprus, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Ireland, Latvia, Lithuania, Luxembourg, Malta, Poland, Portugal, Romania, Slovakia, Slovenia, Spain and Sweden. Any new member state of the European Union shall be deemed to be automatically incorporated into the above list for the purposes of this Exhibit.
8. **LATAM** means all territories and Caribbean Countries and all territories and Central and South American Countries, excluding Mexico. For the purposes of this Exhibit, Caribbean Countries and territories include: Anguilla, Antigua and Barbuda, Aruba, Bahamas, Barbados, Bermuda, Cayman Islands, Cuba, Dominica, Dominican Republic, Grenada, Guadeloupe, Guyana, Haiti, Jamaica, Martinique, Montserrat, Netherlands Antilles, Saint Barthelemy, Saint Kitts and Nevis, Saint Lucia, Saint Martin, St. Vincent and the Grenadines, Trinidad and Tobago, Turks and Caicos Islands, British Virgin Islands, U.S. Virgin Islands. For the purposes of this Exhibit, Central and South American Countries and territories include: Argentina, Belize, Bolivia, Brazil, Chile, Colombia, Costa Rica, Ecuador, El Salvador, Falkland Islands (Islas Malvinas), French Guiana, Guatemala, Honduras, Nicaragua, Panama, Paraguay, Peru, Suriname, Uruguay, Venezuela.
9. **ROW** means Antarctica, South Georgia and the South Sandwich Islands, United States Minor Outlying Islands.
10. **Ship from Region:** **EU** means the Netherlands; **ALL** means Hong Kong, Mexico, Malaysia, Thailand and the United States
11. **United Kingdom** means England, Scotland, Wales and Northern Ireland.
12. **USA** means the United States of America.
13. **US2** means Puerto Rico, Guam and other territories considered part of United States of America.

MISCELLANEA:

14. **Anywhere** and **LATAM** apply only to Cisco Products that are not manufactured in Brazil and for sale in Brazil only.
15. The lists of countries in this Exhibit are subject to all export restriction mandated by applicable law. As such, Cisco will not ship or do business with End Customers located into countries where export is regulated or otherwise restricted.

* For the purposes of this shipping option, CIP means: (1) For shipments to the EU or GB destinations, Cisco will ship the Products in the EU free circulation and GB duty paid by Cisco at import. Cisco will prepay duty according to a) duty rates applicable under the Brussels Nomenclature and other EU regulations or b) duty rates applicable under GB Trade Tariff. Cisco will then invoice Integrator, Distributor or Customer, as applicable, and it will reimburse Cisco for such duties. or (2) On approval by Cisco, Integrator, Distributor or Customer, as applicable, may select a “duty unpaid” option. This will mean that Integrator, Distributor or Customer, as applicable, will be responsible for declaring the Products to customs authorities to facilitate EU free circulation or GB import and will be solely responsible for paying all associated costs, duties and taxes. Additionally, Integrator, Distributor or Customer, as applicable, will be responsible for ensuring that all declarations to custom authorities are in compliance with local, national and international laws.

** In these cases, shipment is domestic. Customer, Integrator or Distributor, accordingly, is not required to import goods.

^a This shipping option only applies to Cisco Products manufactured in Brazil which are on the Cisco Brazil Price List for sale in Brazil (thus, the applicable shipping term is in connection with domestic sales only).

^b Destination for this shipping option cannot be located inside a Free Trade Zone.

^c This shipping option is available only to selected Customers, Partners, Distributors (as applicable) at Cisco’s sole discretion.

^d Title and risk of loss shall pass from Cisco to Integrator (or for Distributor Agreement, Distributor), upon the earlier of transfer of possession of the Products to the carrier at Cisco’s site, Narita, Chiba, Japan, or other Cisco designated shipping location. List prices specified in Cisco’s then-current Price List include all freight and shipping, handling and insurance charges to Integrator’s (or for Distributor Agreement, Distributor’s) distribution facility in Tokyo.

^e For the purposes of this shipping option, Cisco Designated Shipping point means: Cisco Contract Manufacturer Facility – Jabil Tver (EXW Jabil Tver) or Cisco Warehouse in Moscow (EXW Moscow)

^f Destination for this shipping option must be within a Free Trade and Warehousing Zone (FTWZ)

^g United Kingdom Title Transfer for Duty Paid occurs post arrival and import into the United Kingdom, for Duty Unpaid upon arrival in the United Kingdom

END OF EXHIBIT
