

LES INCOTERMS ET LE CALCUL DU PRIX DE VENTE EXPORT

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Comment se calculer les Incoterms ? Le calcul de l'incoterm DAP est relativement simple car il ne prend en compte que les coûts supportés par le vendeur jusqu'au lieu de destination convenu. Ces coûts sont : Coût d'exportation: Inclut les frais de manutention à l'exportation, les documents d'exportation et les taxes d'exportation.

Que sont les incoterms à l'export ? [27MB] Les Incoterms, conditions de vente largement utilisées, sont un ensemble de 11 règles internationalement reconnues qui définissent les responsabilités des vendeurs et des acheteurs . Les Incoterms précisent qui est responsable du paiement et de la gestion de l'expédition, de l'assurance, de la documentation, du dédouanement et d'autres activités logistiques.

Comment calculer l'incoterm FAS ? Cette formule se présente de la manière suivante : $FAS \text{ port New York} = EXW + \text{chargement sur camion} + \text{transport d'approche} + \text{déchargement} + \text{transit export} + \text{douane export} + \text{manutention portuaire}$.

Comment calculer le prix FOB ? Un prix FOB inclut également le calcul des frais généraux pour les activités de marketing à l'exportation et de service à la clientèle, si cela n'a pas déjà été calculé dans le prix départ usine. Tous ces coûts peuvent ajouter 10% à 40% au prix départ usine.

Comment calculer le coût du fret maritime ? Le ratio de densité du fret maritime est de 1:1 La formule : $((L \times l \times H, \text{ en centimètres}) / 1\,000) \times \text{nombre de colis}((120 \times 80 \times 50) / 1\,000) \times 2 = \text{le poids volumétrique de l'expédition est de 960 kg}$. Cette formule s'applique aux expéditions en groupage (LCL).

Quel est l'incoterm le plus avantageux ? L'Incoterm le plus bénéfique pour les exportations dans le cadre d'un commerce international est EXW (Ex Works), dans la mesure où il n'a qu'à se préoccuper de préparer les marchandises pour la livraison dans ses locaux.

Quel est le rôle des Incoterms en commerce international ? Dans l'optique de limiter les litiges entre les parties commerciales, tout particulièrement en cas de problème de livraison, les Incoterms sont utiles pour fixer le lieu de transfert des risques. En d'autres termes, il s'agit de l'étape à partir de laquelle la responsabilité du transport passe du vendeur à l'acheteur.

Que sont les incoterms dans l'export pdf ? # Les INCOTERMS sont un ensemble universellement reconnu de définitions de termes commerciaux internationaux, tels que FOB, CFR et CIF, développé par la Chambre de Commerce Internationale (CCI) à Paris, France . # Les règles Incoterms sont au total 11 termes publiés. par la Chambre de Commerce Internationale, qui.

Quel est le but des Incoterms ? L'utilisation des Incoterms consiste à déterminer les conditions du transport des marchandises pour le vendeur et l'acheteur. Cela regroupe les différents coûts, risques et obligations. Le choix d'un incoterm va permettre d'éviter les malentendus lors d'un échange international.

C'est quoi le prix FOB ? FOB (prix) : Sigle qui signifie Free On Board, soit en français Franco à bord. On dit qu'une marchandise est achetée ou vendue FOB quand celle-ci est achetée sans les frais de transport et autres frais et taxes y afférant et sans les assurances pour cette marchandise.

Comment calculer le prix CFR ? Cela revient à écrire : $CFR = CIF - \text{Assurance}$. Cette formule de CFR dégagée constitue une déduction de celle de CIF ci-dessus. On sait aussi que : $\text{assurance} = \text{Taux de la prime} \times \text{Valeur d'assurance}$.

Comment calculer le prix CIF ? On obtient la formule suivante : $CIF = CFR + T_p \times 1,1 \text{ CIF}$ alors $CIF - T_p \times 1,1 \text{ CIF} = CFR$. Déterminons l'expression de l'assurance en fonction de CFR. remplaçons donc CIF par son expression dans l'équation 2.

Comment calculer le prix FOB ? Valeur FOB = Prix départ usine + Autres coûts (b)
~~Les autres coûts dans le calcul de la valeur FOB doivent faire référence aux coûts~~

engagés pour placer les marchandises dans le navire pour l'exportation, y compris, mais sans s'y limiter, les coûts de transport intérieur, le stockage et l'entreposage, la manutention portuaire, les frais de courtage, les frais de service. , et cetera.

C'est quoi FOB et CIF ? Avec l'incoterm CIF, c'est l'assurance du vendeur qui sera sollicitée en cas d'incident durant le transport. Par contre, l'incoterm FOB définit des parts de responsabilité plus importantes pour l'acheteur. En effet, ce dernier est en charge du transport des marchandises et de la souscription à l'assurance maritime.

C'est quoi FOB et CFR ? FOB : Free On Board (franco à bord du navire) CFR : Cost and Freight (coût et fret)

Comment calculer le prix du transport de marchandise ? Pour obtenir le coût du transport, il est nécessaire d'appliquer un rapport d'1/6 entre le poids et le volume des marchandises. Par exemple, si 12 tonnes de marchandises occupent un volume de 36 mètres cubes, vous obtenez 3 tonnes taxables. Transporter ces marchandises coûterait donc entre 330 000€ et 375 000€.

C'est quoi le CBM en transport maritime ? CBM : Sigle anglais désignant une mesure en mètres cubes.

C'est quoi le BAF et le CAF ? Le BAF (Bunker Adjustment Factor) est une charge que les transporteurs maritimes utilisent pour se protéger contre les fluctuations des prix du pétrole. Le CAF (Currency Adjustment Factor) est une charge utilisée par les transporteurs maritimes pour se protéger contre les pertes dues aux fluctuations des devises.

Quel est l'incoterm le plus courant ? Selon le service commercial américain, « les Incoterms les plus courants sont EXW (Ex Works) ; FOB (Franco à Bord); CIF (coût, assurance et fret) ; CPT (port payé jusqu'à) ; DDU (rendus droits non payés) ; et DDP (Delivered Duty Paid) . »¹ Cela suscite des inquiétudes car le terme DDU a été remplacé dans la dernière révision de ces...

Qui paie les incoterms d'expédition ? Cet Incoterm stipule que le vendeur livrera les marchandises à un navire choisi par l'acheteur et paiera pour qu'elles soient chargées à bord. L'acheteur paie ensuite tout à partir de là, y compris le transport par bateau.

Quel est le meilleur incoterm pour un vendeur ? Les Incoterms les plus utilisés L'incoterm le plus couramment utilisé par les boutiques en ligne est le DAP (Delivered At Place). Dans ce cas, en tant que vendeur, vous supportez les coûts et les risques jusqu'à ce que les produits arrivent à destination.

Qui paye le fret en FOB ? FOB - Free On Board Le transfert des risques entre l'acheteur et le vendeur a lieu lorsque les marchandises sont à bord du navire au port d'embarquement. L'acheteur choisit le navire et paie le transport maritime à partir du port de départ. Les formalités d'exportation incombent au vendeur.

Quels incoterms dois-je utiliser pour le commerce international ? Pour une opération d'achat à l'international, les Incoterms les plus avantageux pour l'importateur seront DAT (Delivered At Terminal), DAP (Delivered At Place) et DDP (Delivered Duty Paid) . L'acheteur est uniquement responsable des formalités douanières dans le pays d'arrivée, du transport terrestre jusqu'à ses locaux et du déchargement.

Quels sont les inconvénients des Incoterms ? L'une des raisons pour éviter d'utiliser une règle Incoterms est la difficulté de récupérer la preuve de l'exportation (l'EX1). On retrouvera cette raison dans les règles Incoterms EXW, FCA, FAS et FOB. Une autre raison est la couverture en assurance par l'autre partie. C'est le cas des CIP et CIF.

Comment faire le choix d'un incoterm ?

Comment formuler les Incoterms dans les contrats ? Pour désigner explicitement un incoterm® dans un contrat, il doit être indiqué sous la forme suivante : « [nom de l'incoterm] selon ICC Incoterms® 2020 ». Les Incoterms® ne sont pas obligatoires, il est tout à faire possible de ne pas y recourir et de détailler dans le contrat les obligations de chacune des parties.

Comment calculer assurance incoterm ? 2.1.4 Calcul de l'Incoterm CIP Lomé Je vous présente alors sa formule de calcul. Assurance = taux de la prime d'assurance x la valeur d'assurance. Dans ce cas précis, la valeur d'assurance équivaut à CPT majoré de 20%. C'est-à-dire $CPT + 20\% CPT = 1,2 CPT$.

Comment s'expriment les Incoterms ? Les Incoterms s'expriment par une abréviation anglophone en trois lettres (TLA - Three Letters Acronym) suivie du Named Point of Destination définissant le lieu exact où s'applique la règle Incoterms négociée. Cette précision géographique est fondamentale.

Comment calculer le prix CFR ? 2.1.1 Calcul de l'Incoterm CFR On sait que : $CIF = CFR + \text{assurance}$. Cela revient à écrire : $CFR = CIF - \text{Assurance}$. Cette formule de CFR dégagée constitue une déduction de celle de CIF ci-dessus. On sait aussi que : $\text{assurance} = \text{Taux de la prime} \times \text{Valeur d'assurance}$.

Comment calculer le prix EXW ?

Quel incoterm choisir en tant qu'acheteur ? Enfin, l'incoterm DDP, ou Delivered Duty Paid, est souvent considéré comme l'option la plus complète pour les acheteurs. On emploie également le terme « Rendu » ou « Rendu droits acquittés ».

C'est quoi le prix CIF ? - L'incoterm CIF signifie que la valeur de la marchandise (avec les frais éventuels d'emballage) + les frais de transport + l'assurance éventuelle sont pris en compte dans le calcul des taxes douanières à destination.

Qui paye le fret en FOB ? FOB - Free On Board Le transfert des risques entre l'acheteur et le vendeur a lieu lorsque les marchandises sont à bord du navire au port d'embarquement. L'acheteur choisit le navire et paie le transport maritime à partir du port de départ. Les formalités d'exportation incombent au vendeur.

Quelle est la place des Incoterms dans un contrat de vente ? Les Incoterms concernent essentiellement les obligations des parties à un contrat de vente, en ce qui concerne : la livraison des marchandises, la conclusion du contrat de transport, le transfert des risques entre l'acheteur et le vendeur, la présentation des documents de transport, le chargement et le déchargement des ...

Quel est l'incoterm le plus utilisé ? Les Incoterms les plus utilisés L'incoterm le plus couramment utilisé par les boutiques en ligne est le DAP (Delivered At Place). Dans ce cas, en tant que vendeur, vous supportez les coûts et les risques jusqu'à ce que les produits arrivent à destination.

Comment calculer le prix CIF ? Calculer le montant de l'assurance CIF La prime d'assurance est calculée en fonction de la valeur des marchandises déclarées dans le contrat, majorée de 10 % jusqu'à 20 %.

C'est quoi le prix FOB ? FOB (prix) : Sigle qui signifie Free On Board, soit en français Franco à bord. On dit qu'une marchandise est achetée ou vendue FOB quand celle-ci est achetée sans les frais de transport et autres frais et taxes y afférant et sans les assurances pour cette marchandise.

Comment connaître son incoterm ? Vous pouvez trouver ou indiquer les Incoterms® sur la facture commerciale. Ils sont nécessaires pour chaque envoi.

Comment écrire un incoterm ? Pour éviter tout litige, porter la règle Incoterms choisie sur toute la documentation commerciale en précisant le lieu/endroit désigné de destination et de livraison (si différent). Exemple à l'export de France : « CIP aéroport de Casablanca/Maroc (au départ de l'aéroport Roissy/France) – Incoterms 2020 ».

Quel est le rôle des Incoterms dans le commerce international ? Grâce aux incoterms, les contrats de vente à l'international sont bien mieux encadrés. Les transactions sont facilitées et les règles établies garantissent la sécurité des échanges commerciaux. Cela permet de consolider la confiance entre les deux parties.

What are the 8 principles of language learning and teaching?

What are the principles of language teaching learning process? Students will learn a language well if (1) they have goals and interests, (2) they are given the opportunity to participate in communicative use of language in various activities, (3) they deliberately focus their learning on forms, skills, and strategies to support the process of language acquisition, (4) it is ...

What are the cognitive principles of language learning and teaching? Cognitive principles comprise automaticity which means there is subconscious processing of language with peripheral attention to language forms; meaningful learning which can be contrasted to rote learning, and is thought to lead to better long term retention; anticipation of rewards in which learners are driven to act ...

What are the 5 principles of language learning? In this paper, I present and discuss five research-based principles for L2 instruction: focus on meaningful input, focus on meaningful output, focus on form, focus on fluency, and focus on affective needs.

What are the four basic principles of language learning? The four basic language skills are listening skills, writing skills, speaking skills and reading skills. These language skills are conversation abilities that allow you to express yourself clearly and precisely. With these fundamental language skills, you not only learn to speak well but also to listen carefully.

What are the six principles of teaching and learning? Each of the books in the series are held together by six pedagogical principles challenge, explanation, modelling, practice, feedback and questioning and provide simple, realistic strategies that teachers can use to develop the teaching and learning in their classroom.

What are the three principles of learning language? Learning a new language is based on some principles that interchange between attention, meaning, relevance and memory.

What are the four basic principles of teaching? OOP allows objects to interact with each other using four basic principles: encapsulation, inheritance, polymorphism, and abstraction.

What are cognitive strategies in language learning? Cognitive strategies are one type of learning strategy that learners use in order to learn more successfully. These include repetition, organising new language, summarising meaning, guessing meaning from context, using imagery for memorisation.

What are the 4 mental processes involved in language learning? This process involves complex interactions between cognitive, social, and biological factors. Attention, memory, and motivation are three key psychological processes that play a vital role in language acquisition. Infants must attend to the speech sounds and rhythms around them to acquire language.

What are cognitive skills in language learning? Cognitive skills are a collective term for our ability to concentrate, pay attention, remember, our sense perception,

logical reasoning and problem solving.

Which software is used in Maruti Suzuki company? Maruti Suzuki is a long-term, successful customer of product lifecycle management (PLM) specialist Siemens Digital Industries Software.

What is the full form of PMS in Maruti Suzuki? Periodic Maintenance Service PMS is an important service to optimize the performance, reliability, safety, durability and resale value of the car.

What is the service schedule of Maruti?

How to connect to maruti suzuki car?

What is the new name of Maruti Suzuki company? Maruti Suzuki India Limited is the Indian subsidiary of Japanese automaker Suzuki Motor Corporation. It was established by the Government of India as Maruti Udyog Limited in February 1981 as a joint venture with Suzuki.

Is Suzuki Connect free? Evolve to a connected lifestyle with SUZUKI CONNECT Suzuki Connect device is available across all Maruti Suzuki showrooms with FREE SUBSCRIPTION FOR 3 YEARS.

What does Maruti mean in Suzuki? (Suzuki was first setup as a handloom company, later on moved onto automating cycles, making them bikes, thus the Hayabusa came into existence). As u might be aware Maruti means the god of wind, which was thought during its naming, thus Maruti Suzuki India Limited.

What maintenance is usually done at 30k, 60k, 90k? Keep in mind the following services, as they will typically be needed around 30/60/90k miles: Brake inspection/testing/replacement parts. Tire rotation/replacement. Fuel system service-replace pumps/filter.

What is super cleaner 480? Super Cleaner is a fast drying cleaning agent designed for cleaning of brake in automobiles and machinery parts.It can remove dirt ,grease and oil effectively. It's also commonly use in Plastic Moulding companies as a industrial cleaning agent for metal mould.

How often should you change engine oil in Maruti? Changing engine oil as per manufacturer is 10000Km for all model of maruti. You can confirm it from manual every thing is mentioned in it on periodic maintenance table. On the contrary, as per my personal experience I suggest to change the engine oil of vehicle approx 9000 Km.

How long does a Maruti last? If you Care your car well it will last for more than 350000 kms . It can be assured . I have seen some maruti vehicles in service centre which ran more than 300000 kms (obviously taxis) .

What is the change interval for coolant in Maruti Suzuki? The change interval as per the user manual is 20,000km/2 years.

How to download Suzuki Connect?

Does Suzuki have an app? SUZUKI CONNECT Offers Seven Service Functions Download and install the SUZUKI CONNECT app on your smartphone to make your Suzuki car experience even more convenient and reassuring. -Each service has specific operating conditions, so please refer to the “App User's Manual” for details.

What is the difference between Nexa and Maruti Suzuki? Maruti suzuki is a parent company and indian market leader too whereas NEXA is just a big dealer had a hand with suzuki. Nexa is not an company but a premium car dealer of maruti suzuki. ciaz has been sold to Nexa by MS and they updated the car with more features and safeties. services also little bit differs.

Is Suzuki owned by Toyota? Right off the bat, it must be noted that Toyota and Suzuki are separate companies. Toyota Motor Corporation does own 4.94% of Suzuki and Suzuki Motor Corporation owns 0.2% of Toyota Motor Corporation, but this cross-ownership has no impact on the operations of either company.

Who is the owner of Maruti Suzuki? The Company, formerly known as Maruti Udyog Limited, was incorporated as a joint venture between the Government of India and Suzuki Motor Corporation, Japan in February, 1981. Presently, Suzuki Motor Corporation owns equity of 56.2%.

Who makes the engine for Maruti Suzuki? Suzuki majorly all petrol engines are made by Suzuki as they are international stakeholders in maruti and technical backup for the company so maruti's best engine like 800, 1000, 1200, 1400 1600, 1500, 1500 ddis 225, boosterjet serie are basically made by Suzuki then maruti plays around with cost and outsourcing and ...

What is the cost of Suzuki Connect app? How Can You Get Suzuki Connect? Suzuki Connect is available at a unit price of just Rs 9,999, which covers the hardware, connectivity charges and access to all the functions and benefits. It is valid for a period of three years.

How much is a Suzuki Connect? How much does Suzuki Connect cost? The first 36 months are free starting from the warranty start date. A payment method is required to register but no payment will be taken.

Can I add Suzuki Connect to my car? Cars That Support Suzuki Connect If you are buying a new car, you can ask for the Suzuki Connect to be installed. However, if you already own a Suzuki Connect supported car that does not have the feature, you can visit a nearby NEXA showroom to get the device installed in your car.

What does Baleno mean in English? flash/bolt of lightning.

Which God name is Maruti? Hanuman or Maruti, a Hindu god, son the wind deity Maruta.

Which country owns Suzuki? 1909- Michio Suzuki founds Suzuki Loom Works in Hamamatsu, Shizuoka Prefecture, Japan. Company is reorganized, incorporated, and capitalized at ¥500,000 as Suzuki Loom Manufacturing Co. with Michio Suzuki as president.

What mileage is a major service? The difference between major and minor service is significant. Typically, minor services are generally performed at 7,500, 15,000, 45,000 and 75,000 miles while major services are performed at 30,000, 60,000 and 90,000-mile intervals.

What maintenance is needed for 100k miles? Aside from the typical issues such as the oil & filter change, battery change, tire rotations, and air filter change, the

100,000 service also goes through the engine belts and hoses, fluid replacement, transmission changeout, engine coolant change, brake inspection, and brake pad replacement if needed, wiper blade ...

What maintenance is needed at 50 000 miles? When your car hits 50,000 miles, you'll need to replace worn parts such as brake pads; install a new fuel filter; and drain and replace the automatic transmission fuel and filter. The exhaust system, muffler, catalytic converter and suspension components should also be inspected and worn parts should be swapped out.

What software is used in car industry? ERP (Enterprise Resource Planning) Software: Integrates various business processes, such as finance, human resources, and inventory management. ERP systems are examples of complex automotive industry software solutions that cover all aspects of the company's activities and management of all types of resources.

Which company engine does Maruti use? Suzuki majorly all petrol engines are made by Suzuki as they are international stakeholders in maruti and technical backup for the company so marutis best engine like 800, 1000, 1200, 1400 1600, 1500, 1500 ddis 225, boosterjet serie are basically made by Suzuki then maruti plays around with cost and outsourcing and ...

What is Suzuki Tech platform? The Heartect platform absorbs the impact and disperses the force evenly, ensuring enhanced passenger safety. The crumple zones are carefully designed to deform upon collision and, in turn, absorb the crash force to reduce the impact.

Which music system is used in Maruti Suzuki? Smartplay Studio connects to a wide range of new and commonly used apps, including Smartplay Studio, Apple CarPlay and Android Auto. Now that's versatility.

What software does Tesla use in their vehicles? The Tesla-specific operating systems were built in part by using several of the open-source software (OSS) products. OSS is software that is publicly accessible. Tesla uses OSS such as Linux, GNU toolchain, buildroot and other community-based projects such as Ubuntu.

What system do car dealerships use? Dealer Management Systems (DMS) are specialized software solutions designed specifically to aid automotive dealerships in efficiently managing multiple aspects of their business operations, catering specifically to the automobile industry.

What is a diagnostic software for a car? Car diagnostic tools and OBD2 scanners work by scanning a car's components and systems, like a stethoscope for vehicle electronics, to help look for any issues that might be present with parts like the engine, ignition system, transmission, oil tank, accelerator, and more.

Who is the owner of Maruti Suzuki? The Company, formerly known as Maruti Udyog Limited, was incorporated as a joint venture between the Government of India and Suzuki Motor Corporation, Japan in February, 1981. Presently, Suzuki Motor Corporation owns equity of 56.2%.

Who builds Suzuki engines? Suzuki the Japanese Small Car Brand Has an Alliance with Fiat of Italy ?? . Fiat is the Leading Engine Developer in the Whole World Especially Diesel Engines are Concerned . Fiat also Owns Ferrari . Suzuki Sources its Engines from Fiat or Develops them Indigenously in Japan or Europe and Not in China ?? .

Which engine is best in Maruti Suzuki? Maruti Suzuki Wagon R The VXI 1.0 CNG variant is the one variant to pick if you prefer the 1.0-litre engine option. This is also the right engine if you want the most fuel efficiency. Meanwhile, if you are leaning towards the powerful 1.2-litre engine option, the ZXI 1.2 AMT is our pick.

Why is Toyota using Suzuki? Both partners sought this arrangement to augment their respective strengths and ameliorate weaknesses: Toyota needed Suzuki's expertise in building smaller vehicles up to a very high standard at reasonable prices, and Suzuki desired access to Toyota's experience in vehicle electrification.

Does Toyota own Suzuki? South Africans are often confused by the “twin” models sold by these two brands, with some mistakenly believing that Toyota can abuse its Japanese counterpart to push up its sales because it owns Suzuki. However, Toyota only holds a 4.94% stake in Suzuki and the two companies operate completely independently.

Why did Suzuki leave China? "The company has little prospect of improving sales in China, and thus is unable to pour resources into developing vehicles for the Chinese market," a Suzuki official said. Suzuki, however, seems to have no remorse about its departure from the two largest markets.

How to use Maruti Suzuki app?

Why Maruti Suzuki is popular in India? Maruti Cars have the best resale value It's not only the initial cost that is at play here. Maruti Suzuki cars can offer a great resale value due to their high demand in the market. It is a well-known fact that a Maruti Suzuki car can return anywhere near 40-50% or more of the initial value even after 3-4 years.

Which car has best music system in world?

Thai Financial System Structure and the Role of the Bank of Thailand

The Thai financial system is a complex and dynamic network of institutions that play a crucial role in the country's economic growth and stability. At the core of this system is the Bank of Thailand (BOT), the central bank responsible for overseeing and regulating the financial sector.

What is the Bank of Thailand's Role?

The BOT is a quasi-government agency established in 1942 with a mandate to:

- Issue and manage the Thai currency (baht)
- Supervise and regulate the banking and financial institutions
- Promote monetary and financial stability
- Foster economic growth and development

How is the Thai Financial System Structured?

The Thai financial system can be broadly divided into two main components: the banking system and the non-banking financial system.

- **Banking System:** Comprises commercial banks, state-owned banks, and specialized banks. These institutions accept deposits, provide loans, and offer a range of financial services.
- **Non-Banking Financial System:** Includes insurance companies, pension funds, investment funds, and other financial intermediaries. These institutions mobilize savings and channel them into productive investments.

How Does the BOT Supervise the Financial System?

The BOT exercises its supervisory authority through a combination of measures, including:

- Licensing and regulation of financial institutions
- Setting and enforcing prudential regulations
- Conducting regular inspections
- Monitoring financial data and indicators

What is the Importance of Financial Stability?

Financial stability is essential for maintaining a healthy economy. A well-functioning financial system facilitates the flow of funds between savers and investors, promotes capital formation, and supports economic growth. When the financial system is weak or unstable, it can lead to a loss of confidence, reduced economic activity, and even financial crises.

Conclusion

The Thai financial system, overseen by the Bank of Thailand, plays a critical role in ensuring financial stability and economic growth. By prudently regulating the financial sector, the BOT fosters an environment that supports savings, investment, and sustainable development for the benefit of all Thai citizens.

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