

# INCOTERMS



<b>EXW</b> Ex Works	SELLER	BUYER
	SELLER	BUYER
	SELLER	BUYER

**FREIGHT** Seller's premises.  
**RISK** Seller's premises.

- Seller responsible for making the goods available at the seller's premises.
- Buyer bears the full risk from there to destination.

<b>FCA</b> Free Carrier	SELLER	BUYER
	SELLER	BUYER
	SELLER	BUYER

**FREIGHT** Freight handler.  
**RISK** Freight handler.

- Seller responsible for delivery to the custody of carrier, identified by the buyer.
- Risk is transferred when loading has taken place.

<b>CPT</b> Carriage Paid to	SELLER	BYR
	SELLER	BUYER
	SELLER	BUYER

**FREIGHT** Destination.  
**RISK** First Freight handler.

- Seller delivers goods to the carrier at agreed place of delivery and pays transport to the named destination.
- Risk is transferred at place of delivery, whereas seller pays for transport to the destination.



<b>CIP</b> Carriage and Insurance Paid to	SELLER	BYR
	SELLER	BUYER
	SELLER	BYR

**FREIGHT** Destination.  
**RISK** First freight handler.

- Seller delivers goods to carrier at agreed place of delivery and pays for transport and insurance to named destination.
- Risk transfers at the place of delivery, whereas seller pays for transport and insurance to the destination.

<b>DPU</b> Delivered at Place Unloaded	SELLER	BYR
	SELLER	BYR
	SELLER	BYR

**FREIGHT** Destination.  
**RISK** Destination.

- Seller delivers goods unloaded at a specified place inside agreed terminal.
- Risk is transferred as soon as goods have been unloaded.

<b>DAP</b> Delivered at Place	SELLER	B
	SELLER	B
	SELLER	B

**FREIGHT** Place of destination.  
**RISK** Arriving means of transport at destination.

- Seller delivers goods to disposal of buyer on arriving means of transport, at agreed place.
- Seller assumes risk until goods are made ready for unloading from the arriving means of transport.

<b>DDP</b> Delivered Duty Paid	SELLER	B
	SELLER	B
	SELLER	B

**FREIGHT** Destination.  
**RISK** Destination.

- Seller responsible for bringing goods to the destination, paying any duty and making the goods available to buyer.
- Risk transfers as soon as buyer has access to goods ready for unloading at agreed destination.



<b>FAS</b> Free Alongside Ship	SELLER	BUYER
	SELLER	BUYER
	SELLER	BUYER

**FREIGHT** Shipside in port of departure.  
**RISK** Shipside in port of departure.

- Seller is responsible for delivery of goods at quay alongside the ship.
- From this point onwards, risk lies with buyer.

<b>FOB</b> Free on Board	SELLER	BUYER
	SELLER	BUYER
	SELLER	BUYER

**FREIGHT** On board ship.  
**RISK** On board ship.

- Seller responsible for delivery of goods loaded on board the ship.
- Risk is transferred as soon as goods have been set down inside ship.

<b>CFR</b> Cost and Freight	SELLER	BUYER
	SELLER	BUYER
	SELLER	BUYER

**FREIGHT** Port of destination.  
**RISK** On board ship.

- Seller covers cost of freight, duty unpaid, to named port of destination.
- Risk is transferred as soon as the goods have been set down inside ship.

<b>CIF</b> Cost, insurance and Freight	SELLER	BUYER
	SELLER	BUYER
	SELLER	BUYER

**FREIGHT** Port of destination.  
**RISK** Port of destination.

- Seller covers cost of insurance and freight, duty unpaid, to named port of destination.
- Risk is transferred as soon as the goods have been set down inside ship.