



INCOTERMS



SELLER
RISKS
&
COSTS

BUYER

SELLER
COUNTRY OF EXPORT

MAIN CARRIAGE

BUYER
COUNTRY OF IMPORT

EXPORT CLEARANCE

IMPORT CLEARANCE

EXW



EX-WORKS

FCA



FREE CARRIER

FAS



FREE ALONGSIDE SHIP

FOB



FREE ON BOARD

CFR



COST & FREIGHT

CIF



COST, INSURANCE & FREIGHT

CPT



CARRIAGE PAID TO

CIP



CARRIAGE & INSURANCE PAID TO

DAT



DELIVERED AT TERMINAL

DAP



DELIVERED AT PLACE

DDP



DELIVERED DUTY PAID



INCOTERMS / INTERNATIONAL COMMERCIAL TERMS

TERMS	SELLER'S / SHIPPER'S RESPONSIBILITIES	BUYER'S / CONSIGNEE'S RESPONSIBILITIES
EXW ex-works Named Place	Make product/goods available at shipper's door.	Take delivery at seller's premises. Arrange for all costs, risks, through to ultimate delivery destination.
FCA free carrier Named place	Deliver goods at named carrier point by buyer. Export license, clearance, taxes and fees paid. Provide evidence of delivery to carrier.	Nominate carrier and pay freight charges to destination, import clearance, license, duty/taxes and delivery. Similar to FOB.
FAS free alongside ship Named port of shipment	Deliver goods to ship and provide receipt. Ocean and inland waterway transport only.	Nominate carrier. Pay all freight, export & import licenses, clearance, taxes and fees as required.
FOB free on board Named port of shipment	Deliver goods to carrier; provide export license, taxes & fees. Pay all loading costs & provide clean on board receipt.	Nominate carrier. Pay all freight and destination costs, import clearance, duties/taxes. This is for sea and inland waterway transport.
CFR cost & freight Named port of destination	Contract for carriage, pay freight, and provide export clearance, license, export taxes and all loading costs.	Accept goods at named port and pay all destination charges, import clearance, license, duties & taxes.
CIF cost, insurance & freight Named port of destination	Contract for carriage, pay all freight to named port, insurance, export clearance, license, taxes, loading & unloading fees.	Accept goods from carrier paying for all destination costs. Import license/clearance, handling, duties/taxes & delivery.
CPT carriage paid to Named place of destination	Contract for carriage; pay all freight to named port, export license, clearance & export taxes if required.	Accept goods from carrier paying all destination costs, import license, clearance, handling DTX & delivery.
CIP carriage & insurance paid to Named place of destination	Contract for carriage, pay all freight to named port, insurance, export clearance, license, taxes, loading & unloading costs.	Accept goods from carrier paying all destination costs, including import license/clearance, duty/tax & delivery.
DAT delivered at terminal Named place of destination	Deliver goods to terminal or named place and provide necessary documents for transport. Generally rail & truck or air cargo terminal.	Take delivery of goods at named place/terminal. Pay on-carriage, import license & clearance, fees duty/tax.
DAP delivered at place Named place of destination	Deliver goods to carrier, paying all freight, documentation, and delivery at named place.	Pay import license/clearance, duty/tax, and fees at destination. Buyer & Seller must agree on who will pay destination customs formalities.
DDP delivered duty paid Named place of destination	Deliver goods to carrier, paying all freight, documentation, import clearance, delivery duty/taxes & fees.	Take delivery at named place of destination. Including duties/taxes.