

# INCOTERMS



■ COSTS   
 ■ RISK   
 ■ INSURANCE  
■ ALL MODES OF TRANSPORT   
 ■ SEA AND INLAND WATERWAYS

DESCRIPTION	FREIGHT/RISK			MORE DETAILS	
<b>EXW</b> Ex Works	SELLER		BUYER	<b>Freight</b> Seller's premises. <b>Risk</b> Seller's premises.	Seller responsible for making the goods available at the seller's premises. Buyer bears the full risk from there to destination.
	SELLER		BUYER		
	SELLER		BUYER		
<b>FCA</b> Free Carrier	SELLER		BUYER	<b>Freight</b> Freight handler. <b>Risk</b> Freight handler.	Seller responsible for delivery to the custody of carrier, identified by the buyer. Risk is transferred when loading has taken place.
	SELLER		BUYER		
	SELLER		BUYER		
<b>CPT</b> Carriage Paid to		SELLER	BUYER	<b>Freight</b> Destination. <b>Risk</b> 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.
	SELLER		BUYER		
	SELLER		BUYER		
<b>CIP</b> Carriage and Insurance Paid to		SELLER	BUYER	<b>Freight</b> Destination. <b>Risk</b> 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.
	SELLER		BUYER		
		SELLER	BUYER		
<b>DAT</b> Delivered at Terminal		SELLER	BUYER	<b>Freight</b> Destination. <b>Risk</b> Destination.	Seller delivers goods unloaded at a specified place inside agreed terminal. Risk is transferred as soon as goods have been unloaded.
		SELLER	BUYER		
		SELLER	BUYER		
<b>DAP</b> Delivered at Place		SELLER	BUYER	<b>Freight</b> Place of destination. <b>Risk</b> 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.
		SELLER	BUYER		
		SELLER	BUYER		
<b>DDP</b> Delivered Duty Paid		SELLER	BUYER	<b>Freight</b> Destination. <b>Risk</b> 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.
		SELLER	BUYER		
		SELLER	BUYER		
<b>FAS</b> Free Alongside Ship		SELLER	BUYER	<b>Freight</b> Shipside in port of departure. <b>Risk</b> 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.
		SELLER	BUYER		
		SELLER	BUYER		
<b>FOB</b> Free on Board		SELLER	BUYER	<b>Freight</b> On board ship. <b>Risk</b> 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.
		SELLER	BUYER		
		SELLER	BUYER		
<b>CFR</b> Cost and Freight		SELLER	BUYER	<b>Freight</b> Port of destination. <b>Risk</b> 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.
		SELLER	BUYER		
		SELLER	BUYER		
<b>CIF</b> Cost, Insurance and Freight		SELLER	BUYER	<b>Freight</b> Port of destination. <b>Risk</b> 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.
		SELLER	BUYER		
		SELLER	BUYER		