

Seller
Buyer

INCOTERMS QUICK REFERENCE GUIDE



Rules for any mode or modes of transport



EXW EX Works
(..named place)

FCA Free Carrier
(..named place or seller's location)

CPT Carriage Paid To
(..named place of destination)

CIP Carriage and Insurance Paid To
(..named place of destination)

DAP Delivered At Place
(..named place of destination)

DPU Delivered At Place Unloaded
(..named place of destination)

DDP Delivered Duties Paid
(..named place of destination)

Rules for sea and inland waterway transport



FAS Free Alongside Ship
(..named port of shipment)

FOB Free On Board
(..named port of shipment)

CFR Cost and Freight
(..named port of destination)

CIF Cost, Insurance and Freight
(..named port of destination)

Costs
Covers all costs except costs of documents. Sales and purchase contracts should clearly state which costs on transfer of the goods are for account of buyer and/or seller.

Risks
The possibility that an event may occur which could cause loss of or damage to the goods is a "risk". Buyers and/or sellers can protect themselves against risk by transport insurance.

Insurance
Transport insurance is the responsibility of the seller.