

# Incoterms



Incoterms	EXW	FCA	FCA	FAS	FOB	CFR	CIF	CPT**	CIP**	DAF	DES	DEQ	DDU	DDP
Services	Ex-works	Free Carrier (Seller Premise)	Free Carrier (Name Place)	Free Alongside Ship	Free on Board	Cost and Freight	Cost, Insurance & Freight	Carriage Paid To	Carriage & Insurance Paid To	Delivered at Frontier	Delivered Ex Ship	Delivered Ex Quay (duty paid)	Delivered Duty Unpaid	Delivered Duty Paid
At Seller Premise-Loading Onto Carriage	Orange													
Land Transport to Air Port or Sea Port Terminal														
Origin Air Port or Ocean Port Terminal							S	e	l	e	r			
Freight Forwarder														
Loading Onto Vessel														
Air or Ocean Freight														
Destination Air Port or Ocean Port Terminal		B	u	y	e	r								
Duty, Taxes & Customs & Clearance														
Delivnery To Destination														

- EXW - Ex-Works, named place where shipment is available to the buyer, shipment not loaded. The seller will not contract for transportation.
- FCA - Free Carrier, unloaded at the seller's dock or named place where shipment is available to the international carrier or agent, shipment not loaded. Term used for any mode of transportation.
- FAS - Free Alongside Ship, named ocean port of origin. Term used for ocean shipments that are not containerized.
- FOB - Free On Board vessel, named ocean port of origin. Term used for ocean shipments only where it is important that the goods pass the ship's rail.
- CFR - Cost and Freight, named ocean port of destination. Term used for ocean shipments that are not containerized.
- CIF - Cost, Insurance and Freight, named ocean port of destination. Term used for ocean shipments that are not containerized.
- CPT - Carriage Paid To, named place or port of destination. Term used for air or ocean containerized and roll-on roll-off shipments.
- CIP - Carriage and Insurance Paid To, named place or port of destination. Term used for air and ocean containerized and roll-on roll-off shipments.
- DAF - Delivered At Frontier, named place of destination, by land, shipment not unloaded. Term used for any mode of transportation but must be delivered by land.
- DES - Delivered Ex-Ship, named port of destination, shipment not unloaded. Term used for ocean shipments only.
- DEQ - Delivered Ex-Quay, named port of destination, shipment unloaded, not cleared. Term used for ocean shipments only.
- DDU - Delivered Duty Unpaid, named place of destination, shipment not unloaded, not cleared. Term used for any mode of transportation.
- DDP - Delivered Duty Paid, named place of destination, shipment not unloaded, cleared. Term used for any mode of transportation.

\*\* Risk of loss or damage is transferred from seller to buyer when the goods have been delivered to the carrier      Orange=Seller's cost      Yellow=Buyer's cost

Important Note: The above incoterms are for reference only.

