

Incoterms

EXW Ex Works

FCA Free Carrier

The seller makes the goods available at his/her premises. The buyer is responsible for uploading. This term places the maximum obligation on the buyer and minimum obligations on the seller.

The seller delivers goods, cleared for export, to the buyer-designated carrier at a named and defined location. This is used for any mode of transport. The seller must load goods onto the carrier's vehicle.

FAS Free Alongside Ship

The seller must place the goods alongside the ship at the named port. The seller must clear the goods for export. Suitable only for maritime transport but NOT for multimodal sea transport.

FOB Free on Board

CPT Carriage Paid To

The seller must load the goods on board a vessel designated by the buyer. Cost and risk are divided when the goods are actually on board of the vessel. The seller must clear the goods for export.

The seller pays for carriage. Risk transfers to buyer upon handling goods over to the first carrier at place of shipment in the country of export. This term is used for all kind of shipments.

CFR Cost and Freight

Seller must pay the costs and freight to bring the goods to the port of destination. However, risk is transferred to the buyer once the goods are loaded on the vessel. Insurance for the goods is not required.

CIF Cost, Insurance and Freight

CIP Carriage Insurance Paid To

The containerized transport/multimodal equivalent of CIF. Seller pays for carriage and insurance to the named destination point, but risk passes when the goods are handed over to the first carrier.

DAP
Delivered at Place

Seller pays for carriage to the named place, except for costs related to import clearance, and assumes all risks prior to the point that the goods are ready for unloading by the buyer. Import duties and taxes are for the account of the buyer.

DPU
Delivered at place Unloaded

The Seller carries all risks regarding the delivery and the unloading of the goods at the agreed location. Any further transits than the agreed location are for the account of the Buyer. Neither the Seller nor the Buyer is responsible for import duties and taxes.

DDP
Delivered Duty Paid

Seller is responsible for delivering the goods to the named place in the country of the buyer, and pays all costs in bringing the goods to the destination including import duties and taxes.