



■ COSTS   
 ■ RISK   
 ■ INSURANCE

INCOTERM	COSTS		RISK		INSURANCE		Description
	SELLER	BUYER	SELLER	BUYER	SELLER	BUYER	
<b>EXW</b> EX WORKS	SELLER	BUYER					The seller makes the goods available to be collected at their premises and the buyer is responsible for all other risks, transportation costs, taxes and duties from that point onwards.
	SELLER	BUYER					
	SELLER	BUYER					
<b>FCA</b> FREE CARRIER	SELLER	BUYER					The seller gives the goods, cleared for export, to the buyer's carrier at a specified place. The buyer is then responsible for getting transported to the specified place of final delivery.
	SELLER	BUYER					
	SELLER	BUYER					
<b>CPT</b> CARRIAGE PAID TO	SELLER			BUYER			The seller pays to transport the goods to the specified destination. Responsibility for the goods transfers to the buyer when the seller passes them to the first carrier.
	SELLER	BUYER		BUYER			
	SELLER	BUYER		BUYER			
<b>CIP</b> CARRIAGE AND INSURANCE PAID TO	SELLER			BUYER			The seller pays for insurance as well as transport to the specified destination. Responsibility for the goods transfers to the buyer when the seller passes them to the first carrier.
	SELLER	BUYER		BUYER			
	SELLER			BUYER			
<b>DAT</b> DELIVERED AT TERMINAL	SELLER			BUYER			The seller pays for transport to a specified terminal at the agreed destination. The buyer is responsible for the cost of importing the goods. The buyer takes responsibility once the goods are unloaded at the terminal.
	SELLER			BUYER			
	SELLER			BUYER			
<b>DAP</b> DELIVERED AT PLACE	SELLER			BUYER			The seller pays for transport to the specified destination, but the buyer pays the cost of importing the goods. The seller takes responsibility for the goods until they're ready to be unloaded by the buyer.
	SELLER			BUYER			
	SELLER			BUYER			
<b>DDP</b> DELIVERED DUTY PAID	SELLER			BUYER			The seller is responsible for delivering the goods to the named destination in the buyer's country, including all costs involved.
	SELLER			BUYER			
	SELLER			BUYER			
<b>FAS</b> FREE ALONGSIDE SHIP	SELLER	BUYER					The seller puts the goods alongside the ship at the specified port they're going to be shipped from. The seller must get the goods ready for export, but the buyer is responsible for the cost and risk involved in loading them
	SELLER	BUYER					
	SELLER	BUYER					
<b>FOB</b> FREE ON BOARD	SELLER	BUYER					The seller must get the goods ready for export and load them onto the specified ship. The buyer and seller share the costs and risks when the goods are on board.
	SELLER	BUYER					
	SELLER	BUYER					
<b>CFR</b> COST AND FREIGHT	SELLER			BUYER			The seller must pay the costs of bringing the goods to the specified port. The buyer is responsible for risks when the goods are loaded onto the ship.
	SELLER	BUYER		BUYER			
	SELLER	BUYER		BUYER			
<b>CIF</b> COST INSURANCE AND FREIGHT	SELLER			BUYER			The seller must pay the costs of bringing the goods to the specified port. They also pay for insurance. The buyer is responsible for risks when the goods are loaded onto the ship.
	SELLER	BUYER		BUYER			
	SELLER			BUYER	BUYER		

ALL MODES OF TRANSPORT

SEA AND INLAND WATERWAYS