



# INCOTERMS

The chart reflects the responsibilities of buyers and sellers in international trade.

- EXW:** Ex works
- FCA:** Free Carrier
- FAS:** Free Alongside Ship
- FOB:** Free On Board
- CPT:** Carriage Paid to
- CIP:** Carriage and Insurance Paid to
- CFR:** Cost and Freight
- CIF:** Cost, Insurance and Freight
- DAT:** Delivered at Terminal
- DAP:** Delivered at Place
- DDP:** Delivery Duty Paid

MODE OF TRANSPORT	Goods set up on sale	Cargo storage at warehouse of seller	Internal transport at point of origin	Customs formalities for Exports	Handling costs at point of origin	Main transport means	Good's Insurance	Handling costs at destination point	Customs formalities for imports	Internal transport at destination	Delivery of goods to buyer
<b>EXW</b> Polyvalent	S	B	B	B	B	B	B	B	B	B	B
<b>FCA</b> Polyvalent	S	S	S	S	B	B	B	B	B	B	B
<b>FAS</b> Maritime	S	S	S	S	B	B	B	B	B	B	B
<b>FOB</b> Maritime	S	S	S	S	S	B	B	B	B	B	B
<b>CPT</b> Polyvalent	S	S	S	S	S	S	B	B	B	B	B
<b>CIP</b> Polyvalent	S	S	S	S	S	S	S	B	B	B	B
<b>CFR</b> Maritime	S	S	S	S	S	S	B	B	B	B	B
<b>CIF</b> Maritime	S	S	S	S	S	S	S	B	B	B	B
<b>DAT</b> Polyvalent	S	S	S	S	S	S	S	S	B	B	B
<b>DAP</b> Polyvalent	S	S	S	S	S	S	S	S	B	S	S
<b>DDP</b> Polyvalent	S	S	S	S	S	S	S	S	S	S	S

S Seller      B Buyer

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