



ORIGIN MAIN TRANSPORT DESTINATION



Incoterms	Description	Seller	Customs	Carrier	On board	Main transportation	On arrival	Carrier	Customs	Buyer
EXW ex Work	named place of delivery	Dark Blue	Red	Red	Red	Red	Red	Red	Red	Red
FCA free carrier	named place of delivery	Dark Blue	Dark Blue	Diagonal	Red	Red	Red	Red	Red	Red
CPT** carriage paid to	named destination	Dark Blue	Dark Blue	Red	Red	Red	Diagonal	Diagonal	Red	Red
CIP** carriage and insurance paid to	named destination	Dark Blue	Dark Blue	Red	Red	Red	Diagonal	Diagonal	Red	Red
DAP** delivered at place	named place	Dark Blue	Dark Blue	Red	Red	Red	Red	Diagonal	Red	Red
DPU** delivered at place unloaded	named place unloaded	Dark Blue	Dark Blue	Red	Red	Red	Red	Diagonal	Red	Red
DDP** delivered duty paid	named destination	Dark Blue	Dark Blue	Red	Red	Red	Red	Red	Dark Blue	Red



FAS free alongside ship	named port of shipment	Dark Blue	Dark Blue	Dark Blue	Red	Red	Red	Red	Red	Red
FOB* free on board	named port of shipment	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Red	Red	Red	Red	Red
CFR cost and freight	named port of destination	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Red	Red	Red	Red
CIF cost, insurance and freight	named port of destination	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Red	Red	Red

Risks Seller	Costs Seller	Insurance Seller
Risks Buyer	Costs Buyer	



* It is mandatory for the buyer to appoint a ship.
 ** Terminal/Destination variably applicable, to be determined exactly.