



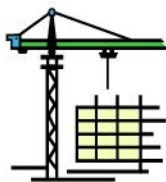
Seller



Carrier



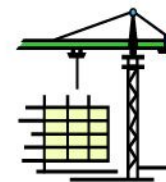
Border



Port



Ship



Port



Named Place



Buyer

EXW - Ex Works

FCA - Free Carrier

FAS - Free Along Ship

FOB - Free on Board ⊕

CFR - Cost and Freight ⊕

CIF - Cost, Insurance, and Freight ⊕

CPT - Carriage Paid To ⊕

CIP - Carriage & Insurance Paid To

DAT - Delivered at Terminal

Seller delivers when the goods, once unloaded from the arriving means of transport, are placed at the disposal of the buyer at a named terminal at the named port or place of destination.

DAP - Delivered at Place

Seller delivers when the goods are placed at the disposal of the buyer on the arriving means of transport ready for unloading at the named place of destination.

DDP - Delivery Duty Paid

recommended

recommended

obligation

⊕ Marine Only

Seller's Risk  
Buyer's Risk

Seller's Cost  
Buyer's Cost

Transport insurance =  
Seller's responsibility