



Seller



Carrier



Export  
Customs



Port



Main  
Transportation



Port



Named Place

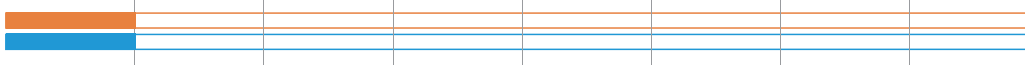


Buyer



### EXW (EX WORKS)

Seller is only responsible for having the goods packed made available at the seller's premises. The buyer bears the full risk and cost from there to the destination, including the loading of the cargo.



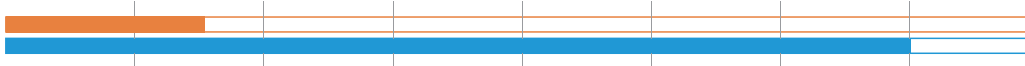
### FCA (FREE CARRIER)

Seller is responsible for delivery to the named place. Seller is responsible for loading. Risk and cost are transferred to the buyer as soon as delivered at the named place. Unloading is the buyers responsibility.



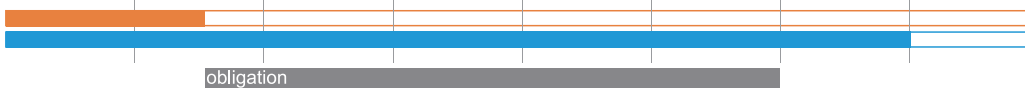
### CPT (CARRIAGE PAID TO)

Seller arranges the transportation and costs to the named place at destination. Risk is transferred to the buyer once delivered at first carrier.



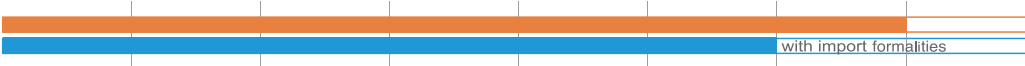
### CIP (CARRIAGE AND INSURANCE PAID TO)

Seller arranges the transportation, costs, and insurance on behalf of the buyer to the named place at destination. Risk is transferred to the buyer once delivered at first carrier. Seller is required to obtain extensive Insurance cover complying with Institute Cargo Clauses (A) or similar clause in the buyers name.



### DAP (DELIVERED AT PLACE)

Seller delivers the goods to the agreed place at destination. Seller assumes all cost and risk until the goods are ready for unloading at named place at destination.



### DPU (DELIVERED AT PLACE UNLOADED)

Seller assumes all costs and risks until the goods are unloaded at the agreed named place at destination. Buyer is responsible for Import customs formalities.



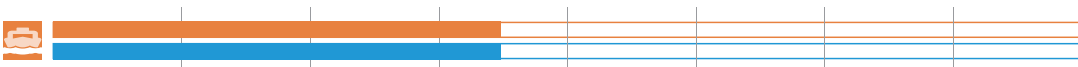
### DDP (DELIVERED DUTY PAID)

Seller delivers the goods to the agreed place at destination. Seller assumes all cost, including import formalities, and risk until the goods are ready for unloading at named place at destination.



### FAS (FREE ALONGSIDE SHIP)

Seller is responsible for delivery of the goods at the port alongside the vessel. From this point onward, risk and cost transfers to the buyer



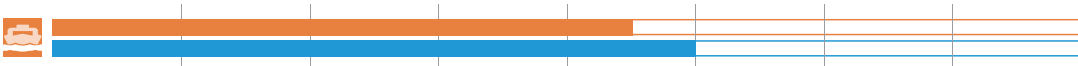
### FOB (FREE ON BOARD)

Seller is responsible for delivery of the goods loaded on board the vessel. Risk and cost are transferred as soon as the goods have been loaded onboard the vessel.



### CFR (COST AND FREIGHT)

Seller covers cost of freight to the named port of destination or place. Risk is transferred as soon as the goods have been loaded onboard the vessel.



### CIF (COST, INSURANCE AND FREIGHT)

Seller covers cost of insurance and freight to the named port of destination or place. Risk is transferred as soon as the goods have been loaded onboard the vessel. Seller is required to obtain min. Insurance cover complying with Institute Cargo Clauses (C) in the buyers name.



- The risk is borne by the seller
- The risk is borne by the buyer
- Transport insurance is the responsibility of the seller
- The costs are borne by the seller
- The costs are borne by the buyer
- Clauses for sea and inland water transport