



Incoterms	Seller's Risk	Seller's Cost	Buyer's Risk	Buyer's Cost
EXW Ex- work /ex-fabrica	Seller	Seller	Buyer	Buyer
FCA Free Carrier (named place 2 options)	place of embarkation: elsewhere	Seller	Buyer	Buyer
FAS Free along side ship	Seller	Seller	Buyer	Buyer
FOB Free on board	Seller	Seller	Buyer	Buyer
<small>NOTE: For Ro/Ro & containers use FCA instead of FOB</small>				
CFR Cost and Freight rate	Seller	Seller	Buyer	Buyer
<small>NOTE: For Ro/Ro & containers use CPT instead of CFR</small>				
CIF Cost Insurance and Freight	Seller	Seller	Buyer	Buyer
<small>NOTE: For Ro/Ro & containers use CIP instead of CIF</small>				
CPT Carriage paid to	Seller	Seller	Buyer	Buyer
<small>CPT For any mode of transport</small>				
CIP Carriage Insurance paid	Seller	Seller	Buyer	Buyer
<small>CPT For any mode of transport</small>				
<small>DAF - DDU - DDP for any mode of transport</small>				
DAT Delivery at Terminal	Seller	Seller	Buyer	Buyer
<small>The DES or DEQ terms should be used for delivery in a port of destination, on board a vessel or on the quay</small>				
DAP Delivery at place	Seller	Seller	Buyer	Buyer
<small>Only when goods are to be delivered on a vessel in the port of destination</small>				
DDP Delivery Duty paid	Seller	Seller	Buyer	Buyer
<small>The DES or DEQ terms should be used for delivery in a port of destination, on board a vessel or on the quay</small>				

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