



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	
EXW Polyvalent	S	B	B	B	B	B	B	B	B	B	B	
FCA Polyvalent	S	S	S	S	B	B	B	B	B	B	B	
FAS Maritime	S	S	S	S	B	B	B	B	B	B	B	
FOB Maritime	S	S	S	S	S	B	B	B	B	B	B	
CPT Polyvalent	S	S	S	S	S	S	B	B	B	B	B	
CIP Polyvalent	S	S	S	S	S	S	S	B	B	B	B	
CFR Maritime	S	S	S	S	S	S	B	B	B	B	B	
CIF Maritime	S	S	S	S	S	S	S	B	B	B	B	
DAT Polyvalent	S	S	S	S	S	S	S	S	B	B	B	
DAP Polyvalent	S	S	S	S	S	S	S	S	B	S	S	
DDP Polyvalent	S	S	S	S	S	S	S	S	S	S	S	



Seller



Buyer