

Incoterms Guide for Global Freight



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	Loading, delivery to port, & export customs	Unloading	Loading at port of export	Transit to destination	Cargo insurance	Unloading at port of import	Loading truck at port of import	Carriage to destination	Import customs clearance	Import duties
EXW	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer
FCA	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer
FAS	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer
FOB	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer
CFR	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer
CIF	Buyer	Buyer	Buyer	Buyer	Buyer	Negotiable	Buyer	Buyer	Buyer	Buyer
CPT	Buyer	Buyer	Buyer	Buyer	Buyer	Negotiable	Buyer	Buyer	Buyer	Buyer
CIP	Buyer	Buyer	Buyer	Buyer	Buyer	Negotiable	Negotiable	Buyer	Buyer	Buyer
DAT	Buyer	Buyer	Buyer	Buyer	Negotiable	Buyer	Buyer	Buyer	Buyer	Buyer
DAP	Buyer	Buyer	Buyer	Buyer	Negotiable	Buyer	Buyer	Buyer	Buyer	Buyer
DDP	Buyer	Buyer	Buyer	Buyer	Negotiable	Buyer	Buyer	Buyer	Buyer	Buyer

● Buyer
 ● Seller
 ● Negotiable

Group E: Most cost and risks are the responsibility of the buyer.

Group F: The cost and the risk of the main transport are the responsibility of the buyer.

Group C: The seller is responsible for all the risks and costs of the main transport.

Group D: The seller is responsible for all costs and risks until the arrival of the goods at the final destination.

- EXW** Ex Works
- FCA** Free Carrier
- FAS** Free Alongside 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
- DAP** Delivered at Place
- DDP** Delivered Duty Paid