

INCOTERMS

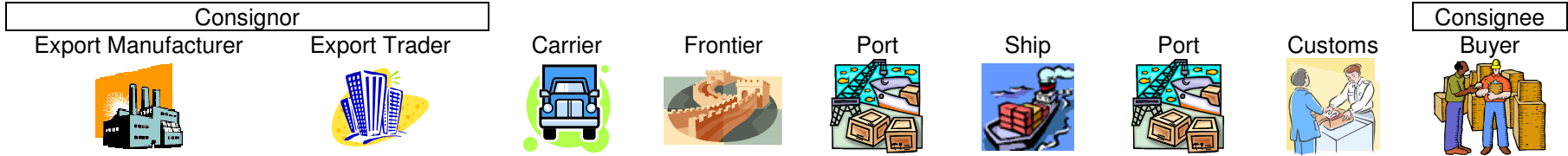
Seller's Risk

Buyer's Risk

Seller's Cost

Buyer's Cost

Insured by Seller



Term	Export Manufacturer	Export Trader	Carrier	Frontier	Port	Ship	Port	Customs	Buyer
EXW ex works	Seller's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk
FCA free carrier	Seller's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk
FAS free alongside ship	Seller's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk
FOB free on board	Seller's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk
CFR cost & freight	Seller's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk
CIF cost, insurance & freight	Seller's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk
CPT carriage paid to	Seller's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk
CIP carriage & insurance paid to	Seller's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk
DAF delivered at frontier	Seller's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk
DES delivered ex ship	Seller's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk
DEQ delivered ex quay (duty paid)	Seller's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk
DDU delivered duty unpaid	Seller's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk
DDP delivered duty paid	Seller's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk	Buyer's Risk

***FCA**: If transit by vessel, then responsibility and ownership are retained by seller until on board ship.

***CFR** and **CIF**: Seller responsible for unloading costs if levied in the freight.