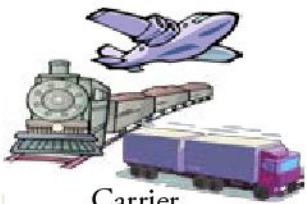




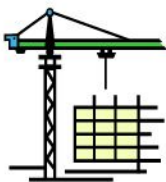
Seller



Carrier



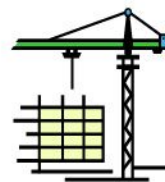
Border



Port



Ship



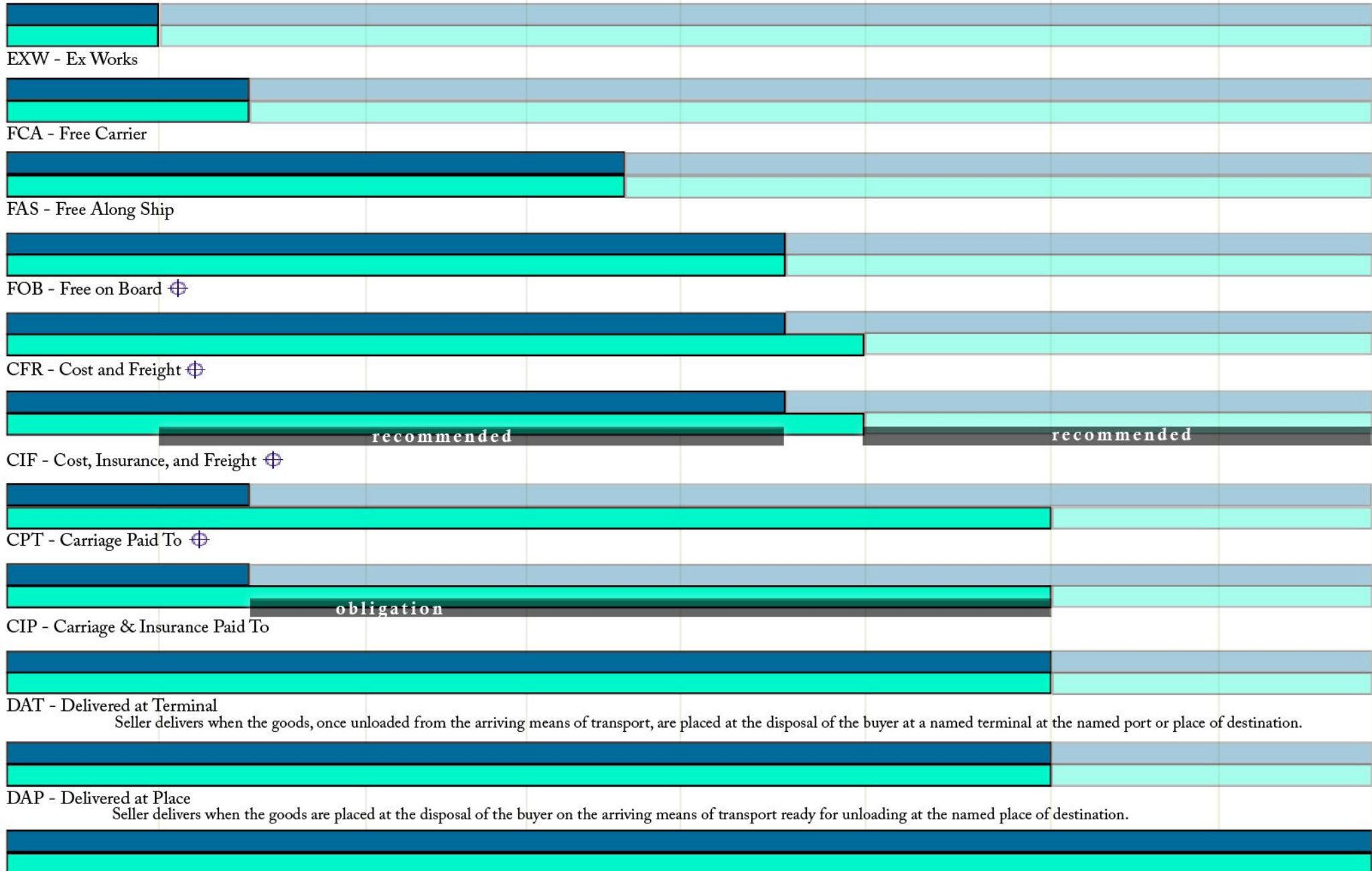
Port



Named Place



Buyer



EXW - Ex Works

FCA - Free Carrier

FAS - Free Along 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

Seller delivers when the goods, once unloaded from the arriving means of transport, are placed at the disposal of the buyer at a named terminal at the named port or place of destination.

DAP - Delivered at Place

Seller delivers when the goods are placed at the disposal of the buyer on the arriving means of transport ready for unloading at the named place of destination.

DDP - Delivery Duty Paid

⊕ Marine Only

Seller's Risk / Buyer's Risk

Seller's Cost / Buyer's Cost

Transport insurance = Seller's responsibility