

A GENERAL OVERVIEW OF INCOTERMS

	PACKING AND INSPECTION	LOADING	TRANSPORTATION	EXPORT CUSTOMS	LOADING	FREIGHT TRANSPORT	UNLOADING	IMPORT CUSTOMS	TRANSPORT TO DESTINATION	UNLOADING
	COUNTRY, CITY, PLACE OF SHIPMENT				TRANSPORT	COUNTRY, CITY, PLACE OF DESTINATION				
EXW	■	■	■	■	■	■	■	■	■	■
FCA	■	■	■	■	■	■	■	■	■	■
FAS	■	■	■	■	■	■	■	■	■	■
FOB	■	■	■	■	■	■	■	■	■	■
CFR	■	■	■	■	■	■	■	■	■	■
CIF	■	■	■	■	■	■	■	■	■	■
CPT	■	■	■	■	■	■	■	■	■	■
CIP	■	■	■	■	■	■	■	■	■	■
DAP	■	■	■	■	■	■	■	■	■	■
DPU	■	■	■	■	■	■	■	■	■	■
DDP	■	■	■	■	■	■	■	■	■	■

■ SELLER ■ BUYER

EXW - EX WORKS

EXWORKS is when the goods are made available to the buyer at the seller's premises or at another designated location (factories, warehouses, etc.). The seller does not need to load the goods onto a supply vehicle.

FCA - FREE CARRIER

The seller delivers the goods to the carrier chosen by the buyer. It is recommended that both parties explicitly specify the point of delivery, as the risk is subsequently transferred to the buyer at that point of delivery.

FAS - FREE ALONGSIDE SHIP

The seller delivers the goods alongside the vessel (e.g., on a dock or barge) designated by the buyer to the port of shipment. When the goods are alongside the vessel, the risk of loss or damage to the goods is transferred to the buyer. Therefore, the buyer bears all costs and risks.

FOB - FREE ON BOARD

The seller shall deliver the goods on the vessel designated by the buyer at the port of shipment. Once the goods are on the vessel, the risk of loss or damage to the goods shall be passed to the buyer. The costs and risks are transferred to the buyer.

CFR - COST AND FREIGHT

The seller delivers the goods to the port of destination. He shall contract for and pay the costs and freight necessary to deliver the goods to the port of destination designated by the buyer. The risk of loss or damage to the goods shall be passed on to the buyer when the goods are on the vessel.

CIF - COST, INSURANCE AND FREIGHT

The seller shall deliver the goods on board the vessel at the port of shipment. The seller shall also contract for and pay the costs and freight necessary to deliver the goods to the port of destination designated by the buyer. The risk of loss or damage to the goods shall pass to the buyer when the goods are on board the vessel.

CPT - CARRIAGE PAID TO

The seller delivers the goods to the carrier abroad, without insurance. The seller must contract and pay for the transportation costs necessary to bring the goods to the agreed destination.

CIP - CARRIAGE AND INSURANCE PAID TO

The CIP Incoterm is similar to the CPT, the only difference is that the seller is responsible for the insurance of the transport in case of lost or damaged goods during transportation.

DPU - DELIVERED AT PLACE UNLOADED

Formerly known under the Incoterm "DAT (Delivered at Terminal)", the seller delivers the goods unloaded at the agreed destination (warehouse, terminal, ...). The seller must verify that the place where he has to deliver the goods is a place where he is able to unload the goods. The seller assumes all risks associated with the transport and unloading of the goods.

DDP - DELIVERED DUTY PAID

The seller delivers the goods to the buyer, cleared for import and ready to be unloaded at the designated destination. The goods must therefore be cleared by the seller for export and for import and pay all customs formalities. The seller assumes all risks associated with the shipment until the delivery at the destination.