

## Table of Current Incoterms and their relevant meanings

Incoterm	Delivery	Transfer of risk point	Division of costs between Seller and Buyer
<b>EXW</b> Ex Works	Seller makes goods available for buyer to collect	At Seller's Premises Door	Subject to the provisions of A6, (Seller's Responsibility for costs), buyer pays all costs from seller's warehouse onwards, including cost of loading goods at seller's warehouse or factory.
<b>FCA</b> <i>Free Carrier</i>	Seller delivers to Carrier and clears through customs	At Seller's Premises – loaded on to truck. At forwarders depot -not unloaded from truck	Subject to the provisions of B6, (Buyer's Responsibility for costs), seller pays all costs until delivered to Carrier, plus costs of export customs clearance and other charges payable upon exportation.
<b>FAS</b> <i>Free alongside ship.. at named port of shipment</i>	Seller delivers to wharf and arranges export clearance. Buyer arranges carriage.	Alongside departing vessel	Subject to the provisions of B6, (Buyer's Responsibility for costs), seller pays to deliver goods to wharf, plus the costs of export clearance. Buyer pays all cost from that point.
<b>FOB</b> <i>Free On Board... at named port of shipment</i>	Seller delivers on board vessel at named port	As the goods pass over the ship's rail at the port of shipment	Subject to the provisions of B6, (Buyer's Responsibility for costs), seller pays all costs to place goods on board vessel at port of shipment, including export clearance and other charges payable upon exportation.
<b>CFR</b> <i>Cost and Freight... to named port of destination</i>	Seller delivers on board vessel and arranges carriage.	As the goods pass over the ship's rail at the port of shipment	Subject to the provisions of B6, (Buyer's Responsibility for costs), seller pays all costs to place goods on board vessel at port of shipment, including export clearance and other charges payable upon exportation, plus the cost of overseas freight to the port of destination.
<b>CFR (Landed)</b> <i>Cost and Freight... to named port of destination</i>	Seller delivers on board vessel and arranges carriage.	As the goods pass over the ship's rail at the port of shipment	Subject to the provisions of B6, (Buyer's Responsibility for costs), seller pays all costs to place goods on board vessel at port of shipment, including export clearance and other charges payable upon exportation, plus the cost of overseas freight to the port of destination, and unloading charges at the port of destination when these costs are billed by the shipping line as part of the contract of carriage.
<b>CIF</b> <i>Cost, insurance and freight... to named port of destination</i>	Seller delivers on board vessel, arranges carriage and insurance.	As the goods pass over the ship's rail at the port of shipment	Subject to the provisions of B6, (Buyer's Responsibility for costs), seller pays all costs to place goods on board vessel at port of shipment, including export clearance and other charges payable upon exportation, plus the cost of overseas freight to the port of destination. Must also arrange and pay for the insurance of the cargo.

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<b>CIF (<i>Landed</i>)</b> <i>Cost, insurance and freight... to named port of destination</i>	Seller delivers on board vessel, arranges carriage and insurance.	As the goods pass over the ship's rail at the port of shipment	Subject to the provisions of B6, (Buyer's Responsibility for costs), seller pays all costs to place goods on board vessel at port of shipment, including export clearance and other charges payable upon exportation, plus the cost of overseas freight to the port of destination, and unloading charges at the port of destination when these costs are billed by the shipping lines as part of the contract of carriage. Must also arrange and pay for the insurance of the cargo.
<b>CPT</b> <i>Carriage paid to... named destination</i>	Seller delivers to carrier, clears, and pays freight to named place	Upon delivery to the forwarder's, airline's or ship's terminal or depot ( i.e. upon delivery to the first main carrier)	Subject to the provisions of B6, (Buyer's Responsibility for costs), seller pays all costs until the goods have been delivered to the carrier, as well as freight and all other costs related to the contract of carriage, including costs of loading the goods and any charges for unloading at the place of destination which may be included in the freight or incurred by the seller when contracting for carriage. Seller also pays the costs of customs formalities necessary for exportation as well as all duties, taxes or other official charges payable upon exportation.
<b>CIP</b> <i>Carriage and insurance paid to.... named destination</i>	Same as CPT but seller arranges insurance	Upon delivery to the forwarder's, airline's or ship's terminal or depot ( i.e. upon delivery to the first main carrier)	Subject to the provisions of B6, (Buyer's Responsibility for costs), seller pays all costs until the goods have been delivered to the carrier, as well as freight and all other costs related to the contract of carriage, including costs of loading the goods and any charges for unloading at the place of destination which may be included in the freight or incurred by the seller when contracting for carriage. Seller also pays the costs of customs formalities necessary for exportation as well as all duties, taxes or other official charges payable upon exportation. Seller must also pay for cargo insurance, but is only required to obtain insurance on minimum cover.
<b>DAF</b> <i>Delivered at frontier... named place</i>	Seller delivers to frontier and clears for export	At the named place of delivery at the named frontier point, upon the arriving means of transport, not unloaded.	Subject to the provisions of B6, (Buyer's Responsibility for costs), seller pays all costs until the goods have been delivered to the named place of delivery at the frontier, as well as all other costs related to the contract of carriage up to the frontier, plus the costs of discharge if it is necessary for the cargo to be discharged at the named place at the frontier, in order to place them at the Buyer's disposal. Seller also pays the costs of customs formalities necessary for exportation as well as all duties, taxes or other official charges payable upon exportation, and where necessary for their transit through another country prior to delivery to the named place.

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<b>DES</b> <i>Delivered ex ship..... named port of destination</i>	Seller delivers goods to port of destination, but doesn't clear the goods or pay unloading costs.	At the named port of destination on board the arriving vessel –not unloaded	Subject to the provisions of B6, (Buyer's Responsibility for costs), seller pays all costs until the goods have been delivered on board the vessel at the named destination port, uncleared for importation. Seller also pays the costs of customs formalities necessary for exportation as well as all duties, taxes or other official charges payable upon exportation, and where necessary for their transit through another country prior to delivery to the named place.
<b>DEQ</b> <i>Delivered ex quay.. (duty paid) named port of destination</i>	Seller delivers to wharf at port of destination, pays unloading costs, and clears if on a duty paid basis.		Subject to the provisions of B6, (Buyer's Responsibility for costs), seller pays all costs until the goods have been delivered on to the quay or wharf at the named destination port, cleared for importation. Seller also pays the costs of customs formalities, plus all duties and taxes payable upon exportation and importation, unless otherwise agreed and, where necessary for their transit through another country prior to delivery to the named place.
<b>DDU</b> <i>Delivered duty unpaid... at named destination</i>	Seller delivers to named destination, not unloaded from any arriving means of transport. Buyer clears and pays import duties. Contract may be modified to have the seller pay the cost of import clearance.	At the named place of destination, not unloaded from the arriving means of transport, and not cleared through customs	Subject to the provisions of B6, (Buyer's Responsibility for costs), seller pays all costs until the goods have been delivered to the named destination place, not unloaded and uncleared for importation. Seller also pays the costs of customs formalities necessary for exportation as well as all duties, taxes or other official charges payable upon exportation, and where necessary for their transit through another country prior to delivery to the named place.
<b>DDP</b> <i>Delivered duty paid... at named destination</i>	Same as DDU except that the seller is responsible for import duties.	At the named place of destination, not unloaded from the arriving means of transport, but cleared through customs	Subject to the provisions of B6, (Buyer's Responsibility for costs), seller pays all costs until the goods have been delivered to the named destination place, not unloaded from any arriving means of transport, and where applicable, the costs of customs formalities, plus all duties, taxes and other charges payable upon exportation and importation, and for their transit through another country prior to delivery to the named place.