












Incoterms Guide



Terms	 Packing	 Loading Charges	 Inland Freight	 Terminal Charges	 Insurance	 Loading on Vessel	 Freight	 Arrival Charges	 Duty & Taxes	 Delivered to Destination
EXW -Ex Works										
FCA - Free Carrier										
FAS - Free Alongside Ship										
FOB -Free On Board Vessel										
CFR - Cost & Freight										
CIF - Cost Insurance & Freight										
CPT - Carriage Paid To										
CIP - Carriage Insurance Paid To										
DAT - Delivered at Terminal										
DAP - Delivered at Place										
DDP - Delivery Duty Paid										

 Shipper/Seller Pays

 Consignee/Buyer Pays