

INCOTERMS REFERENCE CHART

	ORIGIN					FREIGHT		DESTINATION			
	PACKING & CHECKING	LOADING SELLER'S PREMISES	TRANSPORT IN ORIGIN	CUSTOMS CLEARANCE EXPORT	TERMINAL CHARGES ORIGIN	FREIGHT CHARGES	FREIGHT INSURANCE	TERMINAL CHARGES DESTINATION	CUSTOMS CLEARANCE IMPORT	TRANSPORT DESTINATION ON-CARRIAGE	UNLOADING BUYER'S PREMISES
EXW	EX WORKS						*				
FCA	FREE CARRIER						*				
FAS	FREE ALONGSIDE SHIP						*				
FOB	FREE ON BOARD						*				
CPT	CARRIAGE PAID TO						*				
CFR	COST & FREIGHT						*				
CIP	CARRIAGE INSURANCE PAID TO						*				
CIF	COST, INSURANCE & FREIGHT						*				
DAT	DELIVERED AT TERMINAL						**				
DAP	DELIVERED AT PLACE						**				
DDP	DELIVERED DUTY PAID						**				

Seller's obligation
 Buyers's obligation

* No obligation to obtain an insurance contract, though the risks are borne by the buyer

** No obligation to obtain an insurance contract, though the risks are borne by the seller

Source: Incoterms 2010 by International Chamber of Commerce