

**Sea-only**



**Description**

<b>FAS</b> Free Alongside Ship	Seller	Buyer
	Seller	Buyer
<b>FOB</b> Free on Board	Seller	Buyer
	Seller	Buyer
<b>CFR</b> Cost and Freight	Seller	Buyer
	Seller	Buyer
<b>CIF</b> Cost, Insurance and Freight	Seller	Buyer
	Seller	Buyer
	Seller	Buyer

**Sea-only**

Place of Incoterms®-Delivery (risk transfer)		Place of Incoterms®-Destination (cost transfer)	
Loaded/Unloaded	Place	Place	Loaded/Unloaded
unloaded/ to be loaded onto vessel ...	... (next to vessel) at port of load ...		
loaded/ already loaded onto vessel ...	... (on vessel) at port of load ...		
loaded/ already loaded on vessel ...	... (on vessel) at port of load (clear).	Named Place at port of unloading ...	... loaded or unloaded, depends on seller's account under the contract of carriage, and the Named Place at the port of unloading.

**Other Mode of Transport**



**Description**

<b>EXW</b> Ex Works	Seller	Buyer
	Seller	Buyer
<b>FCA</b> Free Carrier		
<b>CPT</b> Carriage Paid to		
<b>CIP</b> Carriage and Insurance Paid to		
<b>DAP</b> Delivered at Place		
<b>DDP</b> Delivered Duty Paid		
<b>DPU</b> Delivered at Place Unloaded		

**Other Mode of Transport**

Place of Incoterms®- Delivery (risk transfer)		Place of Incoterms®-Destination (cost transfer)	
Loaded/Unloaded	Place	Place	Loaded/Unloaded
Unloaded/Ready to be loaded onto buyer's vehicle ...	... at disposal of buyer at Named Place (unclear yet often seller's premises)		
Loaded/Already loaded onto buyer's vehicle...	... on buyer's means of transport at seller's Premises		
Still loaded but ready for unloading ...	... on seller's means of transport at other Named Place		
hand over ... give carrier physical possession of the goods in the manner appropriate to the means of transport used	... state Named Place(s) (default = when handing over goods to 1 <sup>st</sup> carrier)	state Named Place(s) ...	... loaded or unloaded, depends on seller's account under the contract of carriage.
	state Named Place ...		... still loaded. To be unloaded by buyer from seller's means of transport.
			... already unloaded from the arriving means of transport, placed at the disposal of the buyer.