



**EXW - Ex Works** → The seller delivers when he places the goods at the disposal of the buyer at the seller's premises or another named place not cleared for export and not loaded on any collecting vehicle. This term represents the minimum obligation for the seller, and the buyer has to bear all costs and risks involved in taking the goods from the seller's premises.

**FCA - Free Carrier** → The seller delivers the goods, cleared for export, to the carrier nominated by the buyer at the named place. It should be noted that the chosen place of delivery has an impact on the obligations of loading and unloading the goods at that place. If delivery occurs at the seller's premises, the seller is responsible for loading. If delivery occurs at any other place, the seller is not responsible for unloading. This term may be used irrespective of the mode of transport, including multimodal transport.

**CPT - Carriage Paid To** → The seller delivers the goods to the carrier nominated by him, but the seller must in addition pay the cost of carriage necessary to bring the goods to the named destination. This means that the buyer bears all risks and any other costs occurring after the goods have been so delivered. If subsequent carriers are used for the carriage to the agreed destination, the risk passes when the goods have been delivered to the first carrier. The CPT term requires the seller to clear the goods for export. This term may be used irrespective of the mode of transport.

**CIP - Carriage & Insurance Paid To** → The seller delivers the goods to the carrier nominated by him but the seller must in addition, pay the cost of carriage necessary to bring the goods to the named destination. This means that the buyer bears all risks and any additional costs occurring after the goods have been so delivered. However, with CIP, the seller also has to procure insurance against the buyer's risk of loss or damage to the goods during the carriage. Consequently, the seller contracts for insurance and pays the insurance premium. If subsequent carriers are used for the carriage to the agreed destination, the risk passes when the goods have been delivered to the first carrier. The CIP term requires the seller to clear the goods for export.

**DAT - Delivered at Terminal** → The seller delivers when the goods, once unloaded, are placed at the disposal of the buyer at a named place of destination. The seller bears risk and responsibility until goods are unloaded (delivered) at named quay, warehouse, yard, or terminal at destination. Demurrage or detention charges may apply to seller. If parties intend the seller to bear the risks and costs involved in transporting and handling the goods from the terminal to another place then DAP or DDP rules should be used. Seller clears goods for export, not import. DAT replaces DEQ, DES.

**DAP - Delivered at Place** → The seller delivers when the goods are placed at the disposal of the buyer on the arriving means of transport ready for unloading at the named place of destination. Seller bears risk and responsibility for goods until made available to buyer at named place of destination. Seller clears goods for export, not import. If the parties wish the seller to clear the goods for import, pay any import duty and carry out any import customs formalities, the DDP term should be used. DAP replaces DAF, DDU.

**DDP - Delivered Duty Paid** → The seller delivers the goods to the buyer, cleared for import, and not unloaded from any arriving means of transport at the named place of destination. The seller has to bear all the costs and risks involved in bringing the goods thereto including, where applicable, any duty which terms includes the responsibility for and the risk of the carrying out of customs formalities and the payment of formalities, customs duties, taxes and other charges for import in the country of destination. If the parties wish the buyer to bear all risks and costs of the import, the DAP term should be used. This term may be used irrespective of the mode of transport but when delivery is to take place in the port of destination on board the vessel or on the quay, the DAT term should be used.

**FAS - Free Alongside Ship** → The seller delivers when the goods are placed alongside the vessel at the named port of shipment. This means that the buyer has to bear all costs and risks of loss or damage to the goods from that moment. The FAS term requires the seller to clear the goods for export.

**FOB - Free On Board** → The seller delivers when the goods pass the ship's rail at the named port of shipment. This means that the buyer has to bear all the costs and risks of loss or damage to the goods from that point. The FOB term requires the seller to clear the goods for export. This term can be used only for sea or inland waterway transport. If the parties do not intend to deliver the goods across the ship's rail, the FCA term should be used.

**CFR - Cost and Freight** → The seller delivers when the goods pass the ship's rail in the port of shipment. The seller must pay the costs and freight necessary to bring the goods to the named port of destination, but the risk or loss or damage to the goods, as well as any additional costs due to events occurring after the time of delivery, are transferred from the seller to the buyer. The CFR term requires the seller to clear the goods for export. This term can be used only for sea and inland waterway transport. If the parties do not intend to deliver the goods across the ship's rail, the CPT term should be used.

**CIF - Cost, Insurance and Freight** → The seller delivers when the goods pass the ship's rail in the port of shipment. The seller must pay the costs and freight necessary to bring the goods to the named port of destination. The CIF term requires the seller to clear the goods for export. This term can be used only on sea and inland waterway transport. If the parties do not intend to deliver the goods across the ship's rail, the CIP term should be used.

