



INCOTERMS

SELLER

FIRST CARRIER

ALONGSIDE SHIP

ON BOARD

ARRIVAL

ALONGSIDE SHIP

DESTINATION PLACE

BUYER WAREHOUSE

EXW



FCA



+ Bill of lading on board

FAS



FOB



CFR



CIF



insurance paid by seller

CPT



CIP



DPU



DAP



DDP



SELLER'S OBLIGATION

BUYER'S OBLIGATION

RISK TRANSFER POINTS