

INCOTERMS

| INCOTERMS | SELLER | FIRST CARRIER | ALONGSIDE SHIP | ON BOARD | ARRIVAL | ALONGSIDE SHIP | DESTINATION PLACE | BUYER WAREHOUSE |
|------------|----------------------------------|---------------|----------------|----------|---------|----------------|-------------------|-----------------|
| EXW | EX WORKS | ! | | | | | | |
| FCA | FREE CARRIER | ! | | | | | | |
| FAS | FREE ALONGSIDE SHIP | | ! | | | | | |
| FOB | FREE ON BOARD | | | ! | | | | |
| CFR | COST AND FREIGHT | | | ! | | | | |
| CIF | COST, INSURANCE AND FREIGHT | | | ! | | | | |
| CPT | COST PAID TO... | ! | | | | | | |
| CIP | CARRIER AND INSURANCE PAID TO... | | | | | | ! | |
| DAT | DELIVERY AT TERMINAL | | | | | | ! | |
| DAP | DELIVERY AT PLACE | | | | | | ! | |
| DDP | DELIVERY DUTY PLACE | | | | | | | ! |

LEGEND: ■ SELLER'S OBLIGATION ■ BUYER'S OBLIGATION ! RISK TRANSFER POINTS

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