



### Marine Only Terms

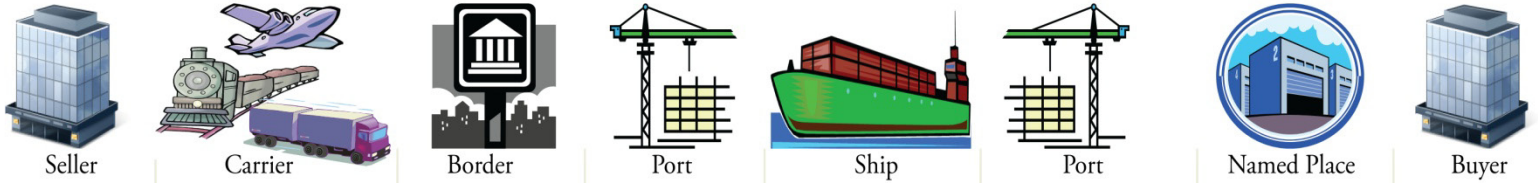
- ◆ **FAS (Free Alongside Ship)**
  - ⊕ The risk of loss of or damage to the goods passes when the goods are alongside the ship, and the buyer bears all costs from that moment onwards.
- ◆ **FOB (Free on Board)**
  - ⊕ The risk of loss of or damage to the goods passes when the goods are on board the vessel, and the buyer bears all costs from that moment onwards.
- ◆ **CFR (Cost & Freight) to a named place**
  - ⊕ The risk of loss of or damage to the goods passes when the goods are on board the vessel.
  - ⊕ The buyer bears all costs once the seller has delivered the goods to the named place.
- ◆ **CIF (Cost, Insurance and Freight) to a named place**
  - ⊕ The risk of loss of or damage to the goods passes when the goods are on board the vessel, but the seller covers insurance costs for the buyer until freight is delivered to the name place.
  - ⊕ The buyer bears all costs once the seller has delivered the goods to the named place.

### All Modes of Transportation

- ◆ **EXW (Ex Works)**
  - ⊕ The risk of loss or damage to the goods passes when the goods are recovered from the seller's facility, and the buyer bears all costs from that moment onwards.
- ◆ **FCA (Free Carrier) to a named place**
  - ⊕ The risk of loss of or damage to the goods passes when the goods are delivered by the seller to the named place, and the buyer bears all costs from that moment onwards, however, the seller must take care of the export clearance if applicable.
- ◆ **CIP (Carriage & Insurance Paid) to a named carrier/place**
  - ⊕ The risk of loss of or damage to the goods passes when the goods turned over to the named carrier, but the seller covers insurance costs for the buyer until freight is delivered to the name place.
  - ⊕ The buyer bears all costs once the seller has delivered the goods to the named place.
- ◆ **CPT (Carriage Paid To) to a named carrier/place**
  - ⊕ The risk of loss of or damage to the goods passes when the goods are turned over to the named carrier, but the buyer bears all costs after carrier has delivered goods to a named place.
- ◆ **DAP (Delivered at Place) to a named place**
  - ⊕ The risk of loss of or damage to the goods passes once the goods are delivered at the named place, and the buyer bears all costs from the named place onwards.
- ◆ **DAT (Delivered at Terminal) to a named terminal**
  - ⊕ The risk of loss of or damage to the goods passes once the goods have been made available at said terminal.
- ◆ **DDP (Delivered Duty Paid)**
  - ⊕ The risk of loss or damage to the goods passes once the buyer has control of the product, and the seller bears all costs until goods delivered to the buyer.

Source Document: Incoterms 2010: ICC rules for the use of domestic and international trade terms

# Inco Terms



Incoterms	Seller	Carrier	Border	Port	Ship	Port	Named Place	Buyer
EXW - Ex Works	[Seller's Risk and Cost]							
FCA - Free Carrier	[Seller's Risk and Cost]		[Buyer's Risk and Cost]					
FAS - Free Along Ship	[Seller's Risk and Cost]				[Buyer's Risk and Cost]			
FOB - Free on Board	[Seller's Risk and Cost]					[Buyer's Risk and Cost]		
CFR - Cost and Freight	[Seller's Risk and Cost]					[Buyer's Risk and Cost]		
CIF - Cost, Insurance, and Freight	[Seller's Risk and Cost]					[Buyer's Risk and Cost]		
CPT - Carriage Paid To	[Seller's Risk and Cost]							[Buyer's Risk and Cost]
CIP - Carriage & Insurance Paid To	[Seller's Risk and Cost]							[Buyer's Risk and Cost]
DAT - Delivered at Terminal	[Seller's Risk and Cost]							
DAP - Delivered at Place	[Seller's Risk and Cost]							
DDP - Delivery Duty Paid	[Seller's Risk and Cost]							

**DAT - Delivered at Terminal**  
 Seller delivers when the goods, once unloaded from the arriving means of transport, are placed at the disposal of the buyer at a named terminal at the named port or place of destination.

**DAP - Delivered at Place**  
 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.

**DDP - Delivery Duty Paid**

Marine Only    
 Seller's Risk    
 Buyer's Risk    
 Seller's Cost    
 Buyer's Cost    
 Transport insurance = Seller's responsibility