












INCOTERMS

		          									
SHIPPER'S RISK											
BUYER'S RISK											
SELLER'S COST											
BUYER'S COST											
INCOTERM	CODE	1	2	3	4	5	6	7	8	9	10
EX WORKS	EXW	Green	Red	Red	Red	Red	Red	Red	Red	Red	Red
FREE CARRIER	FCA	Blue	Orange	Orange	Orange	Orange	Orange	Orange	Orange	Orange	Orange
FREE CARRIER	FCA	Green	Red	Red	Red	Red	Red	Red	Red	Red	Red
FREE ALONGSIDE SHIP	FAS	Blue	Orange	Orange	Orange	Orange	Orange	Orange	Orange	Orange	Orange
FREE ON BOARD	FOB	Green	Red	Red	Red	Red	Red	Red	Red	Red	Red
COST AND FREIGHT	CFR	Blue	Orange	Orange	Orange	Orange	Orange	Orange	Orange	Orange	Orange
COST, INSURANCE & FREIGHT	CIF	Green	Red	Red	Red	Red	Red	Red	Red	Red	Red
CARRIAGE PAID TO	CPT	Blue	Orange	Orange	Orange	Orange	Orange	Orange	Orange	Orange	Orange
CARRIAGE, INSURANCE PAID TO	CIP	Green	Red	Red	Red	Red	Red	Red	Red	Red	Red
DELIVERED AT TERMINAL	DAT	Blue	Orange	Orange	Orange	Orange	Orange	Orange	Orange	Orange	Orange
DELIVERED AT PLACE	DAP	Green	Red	Red	Red	Red	Red	Red	Red	Red	Red
DELIVERED DUTY PAID	DDP	Blue	Orange	Orange	Orange	Orange	Orange	Orange	Orange	Orange	Orange

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Family	Incoterms	Definition	Family	Incoterms	Definition
Incoterms rules for any mode of transport	EXW FCA CPT CIP DAT DAP DDP	EX WORKS FREE CARRIER CARRIAGE PAID TO CARRIAGE, INSURANCE PAID TO DELIVERED AT TERMINAL DELIVERED AT PLACE DELIVERED DUTY PAID	Incoterms rules for sea and inland waterway transport	FAS FOB CFR CIF	FREE ALONGSIDE SHIP FREE ON BOARD COST AND FREIGHT COST, INSURANCE & FREIGHT