



**Incoterms chosen must be agreed upon by all parties in the contract.**

### Multimodal Transport

#### EXW

(INSERT NAMED PLACE OF DELIVERY)

**Ex Works:** the seller delivers the goods to the buyer, when it places the goods at the disposal of the buyer at a named place. For delivery to occur, the seller does not need to load the goods on any collecting vehicle, nor does it need to clear the goods for export.

#### FCA [1][2]\*

(INSERT NAMED PLACE OF DELIVERY)

**Free Carrier:** the seller delivers the goods cleared for export to the buyer when:

- [1] They are loaded on the means of transport arranged by the buyer.
- [2] They are delivered loaded to a named place arranged by the seller.

\*Whichever of the two is chosen, that place identifies where risk transfers to the buyer and the time from which the cost are for the buyer's account.

#### CPT

(INSERT NAMED PLACE OF DESTINATION)

**Carriage Paid To:** the seller transfers the risk to the buyer by handing them over to the carrier contracted by the seller to the agreed point of delivery.

#### CIP

(INSERT NAMED PLACE OF DESTINATION)

**Carriage & Insurance Paid To:** the seller delivers the goods and transfers the risk to the buyer by handing them over to the carrier contracted by the seller to the agreed point of delivery. The seller must also contract for extensive insurance cover (complying with Institute Cargo Clause [A] or similar) against the buyer's risk of loss or damage to the goods from the point of delivery to at least the point of destination.

#### DAP

(INSERT NAMED PLACE OF DESTINATION)

**Delivered At Place:** the seller delivers the goods and transfer the risk to the buyer 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.

#### DPU

(INSERT NAMED PLACE OF DESTINATION)

**Delivered At Place Unloaded:** the seller delivers the goods and transfer the risk to the buyer when the goods are unloaded from the arriving means of transport at the named place of destination.

#### DDP

(INSERT NAMED PLACE OF DESTINATION)

**Delivered Duty Paid:** the seller delivers the good to the buyer when the goods are placed cleared and loaded in the arriving means of transport at the named place of destination.

### Sea & Waterway Transport

#### FAS

(INSERT NAMED PORT OF SHIPMENT)

**Free Alongside Ship:** the seller delivers the goods to the buyer when the goods are placed alongside the ship nominated by the buyer.

#### FOB

(INSERT NAMED PORT OF SHIPMENT)

**Free On Board:** the seller delivers the goods to the buyer on board the vessel nominated by the buyer.

#### CFR

(INSERT NAMED PORT OF DESTINATION)

**Cost and Freight:** the seller (delivers the goods and) transfers the risk to the buyer when on board the vessel contracted by the seller to the agreed point of delivery.

#### CIF

(INSERT NAMED PORT OF DESTINATION)

**Cost Insurance & Freight:** the seller (delivers the goods and) transfers the risk to the buyer by loading them on board the vessel contracted by the seller to the agreed point of delivery. The seller must also contract for limited insurance cover (complying with Institute Cargo Clause [C] or similar) against the buyer's risk of loss or damage to the goods from the point of delivery to at least the port of destination.



	EXW	FCA <sup>(1)</sup>	FCA <sup>(2)</sup>	CPT	CIP	DAP	DPU	DDP	FAS	FOB	CFR	CIF
CHOSEN INCOTERMS	+NAMED PLACE OF DELIVERY	+NAMED PLACE OF DELIVERY	+NAMED PLACE OF DELIVERY	+NAMED PLACE OF DESTINATION	+NAMED PLACE OF DESTINATION	+NAMED PLACE OF DESTINATION	+NAMED PLACE OF DESTINATION	+NAMED PLACE OF DESTINATION	+NAMED PORT OF SHIPMENT	+NAMED PORT OF SHIPMENT	+NAMED PLACE OF DESTINATION	+NAMED PLACE OF DESTINATION
Preparation of the goods as per contract of sale	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER
Documentation required for export/import clearance	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER
Export clearance	BUYER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER
Loading on pre-carriage transport	BUYER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER
Pre-carriage	BUYER	BUYER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER
Unloading from pre-carriage	BUYER	BUYER	BUYER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER
Terminal charges at origin	BUYER	BUYER	BUYER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER
Loading on vessel	BUYER	BUYER	BUYER	SELLER	SELLER	SELLER	SELLER	SELLER	BUYER	SELLER	SELLER	SELLER
Main carriage	BUYER	BUYER	BUYER	SELLER	SELLER	SELLER	SELLER	SELLER	BUYER	BUYER	SELLER	SELLER
Insurance	BUYER	BUYER	BUYER	BUYER	SELLER	SELLER	SELLER	SELLER	BUYER	BUYER	BUYER	SELLER
Terminal charges at destination	BUYER	BUYER	BUYER	BUYER	BUYER	SELLER	SELLER	SELLER	BUYER	BUYER	BUYER	BUYER
Import clearance	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	SELLER	BUYER	BUYER	BUYER	BUYER
Post carriage	BUYER	BUYER	BUYER	BUYER	BUYER	SELLER	SELLER	SELLER	BUYER	BUYER	BUYER	BUYER
Unloading charges	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	SELLER	BUYER	BUYER	BUYER	BUYER	BUYER

MULTIMODAL TRANSPORT	SELLER	COSTS TO SELLER	BUYER	COSTS TO BUYER
SEA & WATERWAY TRANSPORT	SELLER	COSTS TO SELLER	BUYER	COSTS TO BUYER

➤ RISK TRANSFER ◆ OPTIONAL

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