




























Incoterm Named place Sharing of costs and risk between buyer and seller in international traffic

EXW Ex works	Loading location	  
FCA Free carrier	Loading location	  
FAS Free alongside ship	Port of loading	  
FOB Free on board	Port of loading	  
CFR Cost and freight	Port of destination	  
CIF Cost, insurance and freight	Port of destination	  
CIP Freight and insurance paid	Delivery location	  
DDU Delivered duty unpaid	Delivery location	  
DDP Delivered duty paid	Delivery location	  

 Sellers cost / Risk  Buyers cost / Risk