

## Summary of Incoterms or International Commercial Terms

For a given term, "Yes" indicates that the seller has the responsibility to provide the service included in the price. "No" indicates it is the buyer's responsibility. If insurance is not included in the term (for example, CFR) then insurance for transport is the responsibility of the buyer or the seller depending on who owns the cargo at time of transport. In the case of CFR terms, it would be the buyer while in the case of DDU or DDP terms, it would be the seller.

	Load to truck	Export-duty payment	Transport to exporter's port	Unload from truck at the origin's port	Landing charges at origin's port	Transport to import's port	Landing charges at importer's port	Unload onto trucks from the importers' port	Transport to destination	Insurance	Entry - Customs clearance	Entry - Duties and Taxes
<b>EXW</b>	No	No	No	No	No	No	No	No	No	No	No	No
<b>FCA</b>	Yes	Yes	Yes	No	No	No	No	No	No	No	No	No
<b>FAS</b>	Yes	Yes	Yes	Yes	No	No	No	No	No	No	No	No
<b>FOB</b>	Yes	Yes	Yes	Yes	Yes	No	No	No	No	No	No	No
<b>CFR</b>	Yes	Yes	Yes	Yes	Yes	Yes	No	No	No	No	No	No
<b>CIF</b>	Yes	Yes	Yes	Yes	Yes	Yes	No	No	No	Yes	No	No
<b>CPT</b>	Yes	Yes	Yes	Yes	Yes	Yes	No	No	No	No	No	No
<b>CIP</b>	Yes	Yes	Yes	Yes	Yes	Yes	No	No	No	Yes	No	No
<b>DAF</b>	Yes	Yes	Yes	Yes	Yes	Yes	No	No	No	No	No	No
<b>DES</b>	Yes	Yes	Yes	Yes	Yes	Yes	No	No	No	Yes	No	No
<b>DEQ</b>	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No	No	Yes	No	No
<b>DDU</b>	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No	No
<b>DDP</b>	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes

## Incoterms or International Commercial Terms

EXW	Ex Works (named place)	CIP	Carriage and Insurance Paid (To) (named place of destination)
FCA	Free Carrier (named place)	DAF	Delivered At Frontier (named place)
FAS	Free Alongside Ship (named loading port)	DES	Delivered Ex Ship (named port)
FOB	Free on board (named destination port)	DEQ	Delivered Ex Quay (named port)
CFR	Cost and Freight (named destination port)	DDU	Delivered Duty Unpaid (named destination place)
CIF	Cost, Insurance and Freight (named destination port)	DDP	Delivered Duty Paid (named destination place)
CPT	Carriage Paid To (named place of destination)		