



**EXW**  
EX WORKS



The seller gets the goods ready at their own location (like a factory or warehouse). The buyer bears all costs and risks involved in transporting the goods to the final destination

**FCA**  
FREE CARRIER



The seller gives the goods to the buyer's carrier at an agreed place. The buyer takes on the risk from there. Note: Origin charges beyond delivery, like terminal handling or export processing, are usually the buyer's responsibility unless otherwise agreed."

**FAS**  
FREE ALONGSIDE SHIP



The seller brings the goods to the port and places them next to the ship. The buyer takes care of loading and shipping from there

**FOB**  
FREE ON BOARD



The seller loads the goods onto the ship chosen by the buyer. Risk transfers once the goods are on board at the port of export.

**CFR**  
COST AND FREIGHT



The seller pays to ship the goods to the destination port, but the buyer takes the risk once the goods are loaded onto the ship.

**CIF**  
COST, INSURANCE AND FREIGHT



The seller pays for freight and basic insurance to the destination port. But the buyer takes the risk after loading.

**CPT**  
CARRIAGE PAID TO



The seller pays freight to ship the goods, but the buyer takes the risk as soon as the goods are handed over to the first carrier.

**CIP**  
CARRIAGE AND INSURANCE PAID TO



Similar to CPT, but the seller also pays for insurance. Risk still transfers to the buyer once the goods are handed over to the first carrier.

**DPU**  
DELIVERED AT PLACE UNLOADED



The seller delivers and unloads the goods at the agreed destination. Risk transfers to the buyer after unloading is complete.

**DAP**  
DELIVERED AT PLACE



The seller delivers the goods to a named place in the buyer's country. The buyer takes over from there, including unloading and import clearance.

**DDP**  
DELIVERED DUTY PAID



Seller handles everything, including import duties. Risk transfers at the final destination — any damage during unloading is the buyer's responsibility.