



INCOTERMS    SELLER    FIRST CARRIER    ALONGSIDE SHIP    ON BOARD    ARRIVAL    ALONGSIDE SHIP    DESTINATION PLACE    BUYER WAREHOUSE

**EXW** !

**FCA** ! + Bill of lading on board

**FAS** !

**FOB** !

**CFR** !

**CIF** ! insurance paid by seller

**CPT** !

**CIP** !

**DPU** !

**DAP** !

**DDP** !

SELLER'S OBLIGATION

BUYER'S OBLIGATION

RISK TRANSFER POINTS