











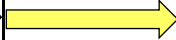

























































		Seller/ Exporter	Export Clearance	Named Place or Terminal	Port of Loading	Onboard	Discharging Port of Destination	Named Place or Terminal Destination	Import Formalities	Buyer/ Importer	
RULES FOR ALL MODES OF TRANSPORT											
EXW											
											
FCA											
											
CPT											
											
CIP											
											
DAT											
											
DAP											
											
DDP											
											
RULES FOR SEA & INLAND WATERWAY TRANSPORT											
FAS											
											
FOB											
											
CFR											
											
CIF											
											
			Risk Seller								Risk Buyer
			Cost Seller								Cost Buyer

RULES FOR ALL MODE(S) OF TRANSPORT	
EXW - Ex Works (Named place of delivery)	Risk and cost pass to the buyer at seller's door. Seller must provide required information for security clearance of goods.
FCA - Free Carrier (Named place of delivery)	Risk and cost pass to the buyer when the seller delivers to the "named place of delivery". Normally at seller's door or first terminal/port. Seller is required to clear the goods for export.
CPT - Carriage Paid To (Named place of destination)	Risk passes to buyer when seller delivers to first carrier. Cost transfers when seller delivers to the "named place of destination". Seller may be responsible for unloading cost at named place of destination - depending on contract agreement between the parties.
CIP - Carriage And Insurance Paid To (Named place of destination)	Risk passes to buyer when seller delivers to first carrier. Cost transfers when seller delivers to the "named place of destination". Seller may be responsible for unloading cost at named place of destination - depending on contract agreement between the parties. Seller to provide cargo insurance at a minimum as provided by Clauses (C) of the Institute Cargo Clauses.
DAT - Delivered At Terminal (Named terminal at port or place of destination)	Risk and costs pass to the buyer when the seller delivers at the "named terminal at port or place at destination". Seller is responsible for unloading cost at the named terminal at port or place of destination.
DAP - Delivered At Place (Named place of destination)	Risk and cost pass to the buyer when the seller delivers to the "named place of destination". The allocation of cost for unloading at place of destination depends on contract agreement between the parties.
DDP - Delivered Duty Paid (Place of destination)	Risk and cost to "place of destination" are covered by seller. Cost also includes local VAT and taxes, unless expressly agreed otherwise.
RULES FOR SEA AND INLAND WATERWAY TRANSPORT	
FAS - Free Alongside Ship (Named port of shipment)	Risk and cost pass to buyer when seller has placed the goods alongside the ship in the named port. This term is mainly for bulk cargo. Seller is required to clear the goods for export.
FOB - Free On Board (Named port of shipment)	Risk and cost pass to buyer when the goods are on board vessel in the "named port".
CFR - Cost And Freight (Named port of destination)	Risk passes to buyer when the goods are on board the vessel in the port of departure. Cost transfers when seller delivers to the "named port of destination". Destination costs are payable according to contract agreement between the parties.
CIF - Cost, Insurance and Freight (Named port of destination)	Risk passes to buyer when the goods are on board the vessel in the port of departure. Cost transfers when seller delivers to the "named port of destination". Seller to provide cargo insurance at a minimum as provided by Clauses © of the Institute Cargo Clauses. Destination costs are payable according to contract agreement between the parties.

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