

Any mode of transport

Factory of seller



First carrier



Port



Transport



Port



Named place of destination



Buyer's warehouse



| | Factory of seller | First carrier | Port | Transport | Port | Named place of destination | Buyer's warehouse |
|-------------|-------------------|---------------|------|-----------|------|----------------------------|-------------------|
| EXW | ■ | ⚠ | ■ | ■ | ■ | ■ | ■ |
| FCA | ■ | ⚠ | ■ | ■ | ■ | ■ | ■ |
| CPT | ■ | ⚠ | ■ | ■ | ■ | ■ | ■ |
| CIP* | ■ | ⚠ | ■ | ■ | ■ | ■ | ■ |
| DAP | ■ | ■ | ■ | ■ | ■ | ⚠ | ■ |
| DPU | ■ | ■ | ■ | ■ | ■ | ■ | ⚠ |
| DDP | ■ | ■ | ■ | ■ | ■ | ⚠ | ■ |

Sea & inland waterway

Factory of seller



Alongside vessel



On board



Transport via ship



Port of destination



Buyer's warehouse



| | Factory of seller | Alongside vessel | On board | Transport via ship | Port of destination | Buyer's warehouse |
|-------------|-------------------|------------------|----------|--------------------|---------------------|-------------------|
| FAS | ■ | ⚠ | ■ | ■ | ■ | ■ |
| FOB | ■ | ■ | ⚠ | ■ | ■ | ■ |
| CFR | ■ | ■ | ⚠ | ■ | ■ | ■ |
| CIF* | ■ | ■ | ⚠ | ■ | ■ | ■ |

Customs: In general the seller is responsible for export clearance and the buyer for import clearance. Only exceptions: EXW (buyer is responsible for both) and DDP (seller is responsible for both)

* CIF and CIP are the only two INCOTERMS that contain an obligation for the seller to provide insurance. The insurance must cover the entirety of the seller's obligation period.

■ Seller's obligation ■ Buyer's obligation ⚠ Transfer of risk