

INCOTERMS brief introduction

	 Load	 Export declaration	 Transport to export port	 Unload at export port	 Load on board	 Transport to import port	 Insurance	 Unload at import port	 Load at import port	 Transport to destination	 Import customs clearance	 Import tariff
EXW	Buyer											
FCA	Seller			Buyer								
FAS	Seller			Buyer								
FOB	Seller					Buyer						
CFR	Seller					Buyer						
CIF	Seller						negotiate	Buyer				
CPT	Seller					Buyer	negotiate	Seller	Buyer			
CIP	Seller						negotiate	Seller	Buyer			
DAT	Seller					negotiate	Seller	Buyer				
DAP	Seller					negotiate	Seller			Buyer		
DDP	Seller					negotiate	Seller					