



INCOTERMS			SELLER	FIRST CARRIER	ALONGSIDE SHIP	ON BOARD	ARRIVAL	ALONGSIDE SHIP	DESTINATION PLACE	BUYER WAREHOUSE
EX WORKS	EX WORKS	EXW								
FREE	FREE CARRIER	FCA								
FREE	FREE ALONGSIDE SHIP	FAS								
FREE	FREE ON BOARD	FOB								
CARRIAGE	COST AND FREIGHT	CFR								
	COST, INSURANCE AND FREIGHT	CIF								
CARRIAGE	CARRIAGE PAID TO	CPT								
CARRIAGE	CARRIAGE AND INSURANCE PAID TO	CIP								
DELIVERED	DELIVERED AT PLACE UNLOADED	DPU								
	DELIVERED AT PLACE	DAP								
DELIVERED	DELIVERED DUTY PAID	DDP								

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■ SELLER'S OBLIGATION
■ BUYER'S OBLIGATION
⚠ RISK TRANSFER POINTS

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