



First Class!

Incoterms	seller	customs	agreed point of delivered	loading	port of shipment	port of destination	discharge	named destination	Import	buyer
EXW	SELLER'S RISK / SELLER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST
FCA... named place (2 options)	SELLER'S RISK / SELLER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST
FAS... port of shipment	SELLER'S RISK / SELLER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST
FOB... port of shipment	SELLER'S RISK / SELLER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST
CFR... port of destination	SELLER'S RISK / SELLER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST
CIF... port of destination	SELLER'S RISK / SELLER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST
CPT... named place	SELLER'S RISK / SELLER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST
CIP... named place	SELLER'S RISK / SELLER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST
DAF... named place	SELLER'S RISK / SELLER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST
DES... port of destination	SELLER'S RISK / SELLER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST
DEQ... port of destination	SELLER'S RISK / SELLER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST
DDU... named place of destination	SELLER'S RISK / SELLER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST
DDP... named place of destination	SELLER'S RISK / SELLER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST	BUYER'S RISK / BUYER'S COST

Visual Key for INCOTERMS 2000



FCA Free carrier (named place)
The seller obligation is fulfilled, when he has delivered the goods, cleared for export, to the carrier nominated by the buyer at the named place. It should be noted that the chosen place of delivery has an impact on the obligation of loading and unloading the goods at that place.

The buyer bears all costs and risks from the time they have been delivered at the named place.

CIF Frei Frachtführer (benannter Ort)
Die Lieferverpflichtung des Verkäufers ist erfüllt, wenn er die zur Ausfuhr abgefertigte Ware dem vom Käufer benannten Frachtführer am benannten Ort liefert. Zu beachten ist, daß der ausgewählte Ort der Lieferung Folgen für die Verpflichtungen zur Be- und Entladung der Ware an diesem Ort nach sich zieht.

Der Käufer übernimmt ab diesem Zeitpunkt alle die Ware betreffenden Kosten und Gefahren.

CIF Cost, Insurance, Freight (named port of destination)
The seller has the same obligations as under CFR-clause.

In addition to that he has to procure marine insurance on minimum coverage and pays the insurance premium.

CIF Kosten, Versicherung, Fracht (benannter Bestimmungshafen)
Gleiche Verpflichtungen des Verkäufers wie bei CFR-Klausel.

Zusätzlich hat der Verkäufer die Verpflichtung, eine Versicherung zu Mindestbedingungen abzuschließen und die Prämie zu bezahlen.

This graphical presentation of the Incoterms 2000 serves as a guideline only. Exclusively mandatory is only the original edition published by ICC Paris.