

Incoterms 2000



Term	The seller must ...	The buyer bears all risk
EXW (EX Works) ... at seller's premises or another named place i.e. works, factory, warehouse	place the goods at the disposal of the buyer at the seller's premises, not loaded on any collecting vehicle.	when the goods have been placed at the seller's premises.
FCA (Free CArrier) ... named place , i.e. seller's premises	deliver the goods to the named carrier at the seller's premises and load them on the means of transport provided by the carrier, cleared for export.	when the goods have been delivered to the first carrier at the named place (loaded vehicle).
FCA (Free CArrier) ... named place , i.e. any other place	deliver the goods to the named carrier at any other place, cleared for export. The seller is not responsible for unloading .	when the goods have been delivered unloaded at the first carrier.
FAS (Free Alongside SHip) ... named port of shipment	place the goods alongside the vessel at the named port of shipment, cleared for export.	when the goods have been delivered alongside the vessel at the named port of shipment .
FOB (Free On Board) ... named port of shipment	deliver the goods on board, i.e. when the goods pass the ship's rail at the named port of shipment and bear all risks of loss of or damage until such time.	when the goods have been passed the ship's rail at the named port of shipment .
CFR (Cost and FReight) ... named port of destination	deliver the goods, i.e. when the goods pass the ship's rail in the port of shipment . The seller must pay the costs and freight – not bear the risks of loss of or damage – necessary to bring the goods to the named port of destination .	when the goods have passed the ship's rail at the port of shipment and must receive the goods from the carrier at the named port of destination .
CIF (Cost, Insurance and FReight) ... named port of destination	in addition to CFR – procure marine insurance (only with minimum cover including 10 per cent anticipated profit) during the carriage.	when the goods have passed the ship's rail at the port of shipment and must receive the goods from the carrier at the named port of destination .
CPT (Carriage Paid To) ... named place of destination	deliver to the carrier nominated by him and pay the costs of carriage necessary to bring the goods to the named place of destination .	when the goods have been delivered to the first carrier and must receive them from the carrier at the named place.
CIP (Carriage and Insurance Paid to) ... named place of destination	in addition to CPT – procure cargo insurance (only with minimum cover including 10 per cent anticipated profit) during the carriage.	when the goods have been delivered to the first carrier and must receive them from the carrier at the named place.
DAF (Delivered At Frontier) ... named place	deliver the goods at the disposal of the buyer, not unloaded, cleared for export at the named point and place at the frontier (before the customs border of the adjoining country).	when the goods have been placed at this named point and place at the frontier .
DES (Delivered Ex SHip) ... named port of destination	place the goods at the disposal of the buyer on board the ship at the named port of destination and bear all the costs and risks before discharging.	when the goods – not cleared for import – have been placed on board.
DEQ (Delivered Ex Quay) ... named port of destination	bear costs and risks until the discharged goods were placed on the named quay (wharf) at the named port of destination (duties, taxes and other charges payable upon export of the goods and of their transit through any country prior to delivery).	when the goods have been placed on the quay (wharf) at the named port of destination . He is required to clear the goods for import and to pay the costs for import.
DDU (Delivered Duty Unpaid) ... named place of destination	bear costs and risks (except any duty) involved in bringing the goods at the named place of destination .	when the goods have been placed, not unloaded from any arriving means of transport and not cleared for import.
DDP (Delivered Duty Paid) ... named place of destination	bear costs and risks (including any duty for import) involved in bringing the goods at the named place in the country of destination .	when the goods have been placed, not unloaded from any arriving means of transport, at the named place of destination.

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Incoterms 2000

	seller/ sender	export customs	agreed point of delivery – frontier – terminal – quay – ...	loading	port of shipment	port of destination	discharge	named destination/ country of destination (can be buyer's premises)	import	buyer/ addressee	
EXW	Green	Red		Green	Red	Red	Red		Red	Red	
	Blue	Yellow		Blue	Yellow	Yellow	Yellow		Yellow	Yellow	
	n.e.										
FCA ... named place of loading (2 options)	Green	Red		Green	Red	Red	Red		Red	Red	
	Blue	Yellow		Blue	Yellow	Yellow	Yellow		Yellow	Yellow	
	place of loading: seller's premises			w.e.							
	Green	Red		Green	Red	Red	Red		Red	Red	
	Blue	Yellow		Blue	Yellow	Yellow	Yellow		Yellow	Yellow	
	place of loading: any other place			w.e.							
FAS ... port of shipment	Green	Red		Green	Red	Red	Red		Red	Red	
	Blue	Yellow		Blue	Yellow	Yellow	Yellow		Yellow	Yellow	
				w.e.							
FOB ... port of shipment	Green	Red		Green	Red	Red	Red		Red	Red	
	Blue	Yellow		Blue	Yellow	Yellow	Yellow		Yellow	Yellow	
				w.e.							
	NOTE: for RO/RO and CONTAINERS use FCA instead of FOB										
CFR ... port of destination	Green	Red		Green	Red	Red	Red		Red	Red	
	Blue	Yellow		Blue	Yellow	Yellow	Yellow		Yellow	Yellow	
							w.e.				
	NOTE: for RO/RO and CONTAINERS use CPT instead of CFR										
CIF ... port of destination	can be recommended				compulsary marine insurance				to	agree	
	Green	Red		Green	Red	Red	Red		Red	Red	
	Blue	Yellow		Blue	Yellow	Yellow	Yellow		Yellow	Yellow	
							w.e.				
	NOTE: for RO/RO and CONTAINERS use CIP instead of CIF										
CPT ... named place	Green	Red		Green	Red	Red	Red		Red	Red	
	Blue	Yellow		Blue	Yellow	Yellow	Yellow		Yellow	Yellow	
								w.e.			
	CPT for any mode of transport										
CIP ... named place	can be recommended				compulsary insurance				to	agree	
	Green	Red		Green	Red	Red	Red		Red	Red	
	Blue	Yellow		Blue	Yellow	Yellow	Yellow		Yellow	Yellow	
							w.e.				
	CIP for any mode of transport										
DAF ... frontier (precisely defined)	Green	Red		Green	Red	Red	Red		Red	Red	
	Blue	Yellow		Blue	Yellow	Yellow	Yellow		Yellow	Yellow	
				w.e.							
	DAF for any mode of transport / for delivery in a port of destination use DES or DEQ										
DES ... port of destination	Green	Red		Green	Red	Red	Red		Red	Red	
	Blue	Yellow		Blue	Yellow	Yellow	Yellow		Yellow	Yellow	
							w.e.				
	only when the goods are to be delivered on a vessel in the port of destination										
DEQ ... port of destination	Green	Red		Green	Red	Red	Red		Red	Red	
	Blue	Yellow		Blue	Yellow	Yellow	Yellow		Yellow	Yellow	
							w.e.				
	only when the goods are to be delivered on discharging from a vessel onto the quay in the port of destination										
DDU ... named place of destination	Green	Red		Green	Red	Red	Red		Red	Red	
	Blue	Yellow		Blue	Yellow	Yellow	Yellow		Yellow	Yellow	
								w.e./n.i.			
	DDU for any mode of transport / for delivery in a port of destination, on board a vessel or on the quay use DES or DEQ										
DDP ... named place of destination	Green	Red		Green	Red	Red	Red		Red	Red	
	Blue	Yellow		Blue	Yellow	Yellow	Yellow		Yellow	Yellow	
								w.e./w.i.			
	DDP for any mode of transport / for delivery in a port of destination, on board a vessel or on the quay use DES or DEQ										
seller has to procure insurance				seller's risk				seller's cost			
				n. / w.e. = no / with clearing the goods for export				n. / w.i. = no / with clearing the goods for import			
				buyer's risk				buyer's cost			

Mode of Transport (accomplishment with equivalent means of transport) and the applicable Incoterms 2000

Any mode of transport including multimodal transport	EXW	Ex Works (... named place)	DAF	Delivered At Frontier (... named place)
	FCA	Free Carrier (... named place)	DDU	Delivered Duty Unpaid (... named place of destination)
Maritime and inland waterway transport only	CPT	Carriage Paid To (... named place of destination)	DDP	Delivered Duty Paid (... named place of destination)
	CIP	Carriage and Insurance Paid to (... named place of destination)		
	FAS	Free Alongside ship (... named port of shipment)	CIF	Cost, Insurance and Freight (... named port of destination)
	FOB	Free On Board (... named port of shipment)	DES	Delivered Ex Ship (... named port of destination)
	CFR	Cost and Freight (... named port of destination)	DEQ	Delivered Ex Quay (... named port of destination)