

SELLER'S RISKS
BUYER'S RISKS
SELLER'S COSTS
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⚠ According to the agreed or designated destination
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			Seller	Export customs formalities	Loaded on carrier	Pre-carriage, not unloaded	Ready for loading on main carriage at origin	On board main carriage at origin	Main transport: air, sea, rail, road	On board main carriage, place of unloading	Terminal, place of unloading	Post-carriage	Import customs formalities	Buyer	
Any mode of transport	Ex works	EXW	Green	Red	Red	Red	Red	Red	Red	Red	Red	Red	Red	Red	
	Free carrier (Seller's premises)	FCA	Green	Green	Red	Red	Red	Red	Red	Red	Red	Red	Red	Red	
	Free carrier (Other than seller's premises)	FCA	Green	Green	Green	Green	Red	Red	Red	Red	Red	Red	Red	Red	
	Carriage paid to	CPT	Green	Green	⚠	⚠	⚠	Red	Red	Red	Red	Red	Red	Red	
	Carriage, insurance paid to	CIP	The seller must provide the buyer with insurance in accordance with clauses A of the Cargo Clauses Institute									Red	Red	Red	Red
	Delivered at place	DAP	Green	Green	Green	Green	Green	Green	Green	Green	⚠	⚠	Red	Red	
	Delivered at place unloaded	DPU	Green	Green	Green	Green	Green	Green	Green	Green	⚠	⚠	Red	⚠	
	Delivered duty paid	DDP	Green	Green	Green	Green	Green	Green	Green	Green	⚠	⚠	Green	Red	
Sea	Free alongside ship	FAS	Green	Green	Green	Green	Green	Red	Red	Red	Red	Red	Red	Red	
	Free on board	FOB	Green	Green	Green	Green	Green	Red	Red	Red	Red	Red	Red	Red	
	Cost and freight	CFR	Green	Green	Green	Green	Green	Red	Red	Red	Red	Red	Red	Red	
	Cost, insurance and freight	CIF	The seller must provide the buyer with insurance in accordance with clauses C of the Cargo Clauses Institute									Red	Red	Red	Red

This sheet is only a summary, and although every effort has been made to ensure it is as accurate as possible, Globco cannot be held responsible for any involuntary errors or omissions. Always refer to the official publications of the International Chamber of Commerce on this subject.

												
												
												
												
												
												
												
												
												
												
												
												
												
												
												
												
												
												
												
												
												
												
												
												
												
												
												
												
												