



# INCOTERMS 2017

International Commercial Terms of Sale

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IncoTerms 2017	"E" Term Origin	"F" Terms Freight Charges Not Paid			"C" Terms Freight Charges Paid				"D" Terms Destination / Arrival		
	EXW Ex-Works (Place)	FCA Free Carrier (Place)	FAS Free Alongside Ship (Port)	FOB Free On Board (Port)	CFR Cost & Freight (Port)	CIF Cost, Freight & Insurance (Port)	CPT Carriage Paid to (Place)	CIP Carriage & Insurance Paid to (Place)	DAT Delivered At Terminal (Place/Port)	DAP Delivered At Place (Place)	DDP Delivered Duty Paid (Place)
<b>Services</b>	<b>Responsibility &amp; Charges</b>										
Warehousing	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Export Packing	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Origin Loading	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Inland Freight	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Port Receiving Charges	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Forwarder Charges	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Ocean/Air Freight	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Insurance	No obligation to buyer or seller					Seller	N/O	Seller	No obligation to buyer or seller		
Destination Charges	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller
Customs Clearance	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller
Customs Duties	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller
Destination Delivery	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller
<b>Risk/Responsibility, Transfers</b>											
Risk Transfers	At Warehouse Named Place	On Truck at Named Place	At Named Port On Alongside Ship	At Named Port On Board Ship	On Board Vessel at Port of Shipment	On Board Vessel at Port of Shipment	On Board Vessel at Port of Shipment	On Board Vessel at Port of Shipment	Unloaded at the Port or Cargo Terminal Named	On Delivering Carrier at Named Place	On Delivering Carrier at Named Place Duty & Tax Paid

### Seller / Buyer Obligations:

- Ex-Works** - Means that the seller delivers when it places the goods at the disposal of the buyer at the seller's premises or at another named place. The Seller does not need to load the goods on any collecting vehicle, nor does it need to clear the goods for export, where such clearance is applicable. Ex-Works represents the minimum obligation for the seller.
- FAS** - Requires the seller to clear the goods for export, where applicable. However, the seller has no obligation to clear the goods for import, pay any import duty or carry out any import customs formalities.
- FOB** - Requires the seller to clear the goods for export, where applicable. However, the seller has no obligation to clear the goods for import, pay any import duty or carry out any import customs formalities.
- FCA** - Requires the seller to clear the goods for export, where applicable. However, the seller has no obligation to clear the goods for import, pay any import duty or carry out any import customs formalities.
- CFR** - Requires the seller to clear the goods for export, where applicable. However, the seller has no obligation to clear the goods for import, pay any import duty or carry out any import customs formalities.
- CIF** - Requires the seller to clear the goods for export, where applicable. However, the seller has no obligation to clear the goods for import, pay any import duty or carry out any import customs formalities.
- CPT** - Requires the seller to clear the goods for export, where applicable. However, the seller has no obligation to clear the goods for import, pay any import duty or carry out any import customs formalities.
- CIP** - Requires the seller to clear the goods for export, where applicable. However, the seller has no obligation to clear the goods for import, pay any import duty or carry out any import customs formalities.
- DAT** - Requires the seller to clear the goods for export, where applicable. However, the seller has no obligation to clear the goods for import, pay any import duty or carry out any import customs formalities.
- DAP** - Requires the seller to clear the goods for export, where applicable. However, the seller has no obligation to clear the goods for import, pay any import duty or carry out any import customs formalities. If the parties wish the seller to clear the goods for import, pay any import duty and carry out any import customs formalities, the DDP term should be used.
- DDP** - Requires the seller to clear the goods for export, where applicable. The Seller delivers the goods to the buyer, cleared for import. The seller bears all the costs and risks involved in bringing the goods therefore (named place). Any VAT or other taxes payable upon import are for the seller's account unless expressly agreed otherwise in the sales contract.

### Risk & Responsibility Passes When:

Under the Incoterms rules EXW, FCA, DAT, DAP, DDP, FAS, FOB, the named place is the place where delivery takes place and where risks passes from the seller to the buyer.  
 When CPT, CIP, CFR or CIF are used, the seller fulfills it's obligation to deliver when it hands the goods over to the carrier and not when the goods reach the place of destination. Under these four (4) Incoterm rules, the place is the place of destination to which carriage is paid.