



Incoterms 2000	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)	place of embarkation: seller's establishment	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
	place of embarkation: elsewhere	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
	NOTE: FOR RO/RO & CONTAINERS USE FCA INSTEAD OF FOB									
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
	NOTE: FOR RO/RO & CONTAINERS USE CPT INSTEAD OF CFR									
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
	NOTE: FOR RO/RO & CONTAINERS USE CIP INSTEAD OF CIF									
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
	CPT FOR ANY MODE OF TRANSPORT									
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
	CIP FOR ANY MODE OF TRANSPORT									
	DAF - DDU - DDP FOR ANY MODE OF TRANSPORT									
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
	THE DES OR DEQ TERMS SHOULD BE USED FOR DELIVERY IN A PORT OF DESTINATION, ON BOARD A VESSEL OR ON THE QUAY									
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
	ONLY WHEN GOODS ARE TO BE DELIVERED ON A VESSEL IN THE PORT OF DESTINATION									
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
	ONLY WHEN GOODS ARE TO BE DELIVERED ON DISCHARGING FROM A VESSEL ONTO THE QUAY IN THE PORT OF DESTINATION									
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
	THE DES OR DEQ TERMS SHOULD BE USED FOR DELIVERY IN A PORT OF DESTINATION, ON BOARD A VESSEL OR ON THE QUAY									
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
	THE DES OR DEQ TERMS SHOULD BE USED FOR DELIVERY IN A PORT OF DESTINATION, ON BOARD A VESSEL OR ON THE QUAY									

Visual Key for INCOTERMS 2000

SELLER'S RISK	BUYER'S RISK
SELLER'S COST	BUYER'S COST

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 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.

This graphical presentation of the Incoterms 2000 serves as a guideline only.