

Risks and costs from seller to buyer	Seller	export customs clearance	Agreed place of delivery	loading	Port of loading, quay	Port of loadin, on board	transport	port of discharge, on board	port of discharge, quay	unloading	Place of delivery	Import customs clearance	buyer
EXW (Ex Works)	Blue	Orange		Green	Green	Green	Green	Green	Green	Green		Green	Green
FCA (Free Carrier)	Blue	Blue	Blue	Blue	Orange	Orange	Orange	Orange	Orange	Orange		Orange	Orange
FAS (Free Along Shipside)	Blue	Blue	Blue	Green	Green	Green	Green	Green	Green	Green		Green	Green
FOB (Free On Board)	Blue	Blue	Blue	Blue	Blue	Orange	Orange	Orange	Orange	Orange		Orange	Orange
CFR (Cost Freight Insurance)	Blue	Blue	Blue	Blue	Blue	Orange	Orange	Orange	Orange	Orange		Orange	Orange
CIF (Cost Insurance And Freight)	Blue	Blue	Blue	Blue	Blue	Orange	Orange	Orange	Orange	Orange		Orange	Orange
						seller must insure transport							
CPT (Carriage Paid To)	Blue	Blue	Blue	Blue	Blue	Orange	Orange	Orange	Orange	Orange	Orange	Orange	Orange
CIP (Carriage and Insurance Paid To)	Blue	Blue	Blue	Blue	Blue	Orange	Orange	Orange	Orange	Orange	Orange	Orange	Orange
						seller must insure transport							
DAF (Delivered At Frontier)	Blue	Blue	Blue	Green	Green	Green	Green	Green	Green	Green		Green	Green
DES (Delivered Ex Ship)	Blue	Blue	Blue	Blue	Blue	Blue	Blue	Blue	Orange	Orange		Orange	Orange
DEQ (Delivered Ex Quay)	Blue	Blue	Blue	Blue	Blue	Blue	Blue	Blue	Blue	Blue		Orange	Orange
DDU (Delivered Duty Unpaid)	Blue	Blue	Blue	Blue	Blue	Blue	Blue	Blue	Blue	Blue	Blue	Orange	Orange
DDP (Delivered Duty Paid)	Blue	Blue	Blue	Blue	Blue	Blue	Blue	Blue	Blue	Blue	Blue	Blue	Orange

Blue	Seller's Risk	Dark Blue	Seller's Cost	Orange	Buyer's Risk	Light Green	Buyer's Cost
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