

## INCO TERMS

The Inco terms rules are a set series of commercial terms published by the International Chamber of Commerce (ICC) that are widely used in international commercial transactions.

TERM	EXW	FCA	FAS	FOB	CFR	CIF	CPT (1)
SERVICE	Ex-Works	Free Carrier	Free Ship	Alongside Free Vessel	On-Board Cost & Freight	Cost Insurance Freight	Carriage Paid to
	WhoPays	WhoPays	WhoPays	WhoPays	WhoPays	WhoPays	WhoPays
Warehouse storage at point of origin	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Warehouse labor at point of origin	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Export packing	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Loading at point of origin	Buyer	Seller	Seller	Seller	Seller	Seller	Seller
Inland freight	Buyer	Buyer (3)	Seller	Seller	Seller	Seller	Seller
Port receiving charges	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller
Forwarders fee	Buyer	Buyer	Seller (2)	Seller	Seller	Seller	Seller
Loading on ocean carrier	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller
Ocean/Air freight charges	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller
Charges at foreign Port/Airport	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer (3)	Seller
Custom clearance charges, duties & taxes abroad	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer
Delivery charges to final destination	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer

TERM	CIP (1)	DAF	DES	DEQ	DDU	DDP
	Carriage & Paid To	Insurance Delivery Frontier	at Delivered Ship	Ex-Delivered Ex-Quay, Unpaid	Duty Delivered Unpaid	Duty Delivered Paid
SERVICE	WhoPays	WhoPays	WhoPays	WhoPays	WhoPays	WhoPays
Warehouse storage at point of origin	Seller	Seller	Seller	Seller	Seller	Seller
Warehouse labor at point of origin	Seller	Seller	Seller	Seller	Seller	Seller
Export packing	Seller	Seller	Seller	Seller	Seller	Seller
Loading at point of origin	Seller	Seller	Seller	Seller	Seller	Seller
Inland freight	Seller	Seller	Seller	Seller	Seller	Seller
Port receiving charges	Seller	Seller	Seller	Seller	Seller	Seller
Forwarders fee	Seller	Seller	Seller	Seller	Seller	Seller
Loading on ocean carrier	Seller	Seller	Seller	Seller	Seller	Seller
Ocean/Air freight charges	Seller	Seller	Seller	Seller	Seller	Seller
Charges at foreign Port/Airport	Seller	Seller	Buyer	Seller	Seller	Seller
Custom clearance charges, duties & taxes abroad	Buyer	Buyer	Buyer	Buyer (4)	Buyer	Seller
Delivery charges to final destination	Buyer	Buyer	Buyer	Buyer	Seller	Seller

1. Risk of loss or damage is transferred from Seller to Buyer when the goods have been delivered to the carrier.
2. Payment of the Freight Forwarders Fees can be controversial, depending on the Contract of Sale.
3. Responsibility may be either the Buyer or the Seller.
4. Marked boxes reflect changes under Incoterms 2000.