

# INCOTERMS Practical Meanings

Services	Terms That Apply To Any Mode Of Transport							Terms That Apply To Sea And Inland Waterway Transport Only				Location of Freight
	EXW	FCA	CPT	CIP	DAT	DAP	DDP	FAS	FOB	CFR	CIF	
Services	Ex Works	Free Carrier	Carriage Paid To	Carriage & Insurance Paid To	Delivered at Terminal	Delivered at Place	Delivered Duty Paid	Free Alongside Ship	Free On Board	Cost & Freight	Cost, Insurance & Freight	Location of Freight
Export Packing	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Seller's Premises
Marking & Labeling	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	
Export Clearance	Blue	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	
Freight Forwarder Documentation Fees	Blue	Blue	Green	Green	Green	Green	Green	Blue	Blue	Green	Green	Carrier's Terminal At Origin
Inland Freight to Main Carrier	Blue	Yellow	Green	Green	Green	Green	Green	Green	Green	Green	Green	
Origin Terminal Charges	Blue	Blue	Green	Green	Green	Green	Green	Blue	Blue	Green	Green	
Vessel Loading Charges	Blue	Blue	Green	Green	Green	Green	Green	Blue	Blue	Green	Green	Loaded On Board Of Vessel At Port Of Origin / On Aircraft
Ocean Freight / Air Freight	Blue	Blue	Green	Green	Green	Green	Green	Blue	Blue	Green	Green	
Nominate Export Forwarder	Blue	Blue	Green	Green	Green	Green	Green	Blue	Blue	Green	Green	
Marine Insurance	Red	Red	Red	Green	Red	Red	Red	Red	Red	Red	Red	Unloaded From Vessel At Port of Destination / On Aircraft
Unload Main Carrier Charges	Blue	Blue	Red	Red	Green	Green	Green	Blue	Blue	Red	Red	
Destination Terminal Charges	Blue	Blue	Red	Red	Red	Green	Green	Blue	Blue	Red	Red	
Nominate On-Carrier	Blue	Blue	Orange	Orange	Orange	Orange	Green	Blue	Blue	Blue	Blue	Named Terminal
Security Information Requirements	Blue	Blue	Blue	Blue	Blue	Blue	Blue	Blue	Blue	Blue	Blue	
Customs Broker Clearance Fees	Blue	Blue	Blue	Blue	Blue	Blue	Green	Blue	Blue	Blue	Blue	
Duty, Customs Fees, Taxes	Blue	Blue	Blue	Blue	Blue	Blue	Green	Blue	Blue	Blue	Blue	Buyer's Premises
Delivery to Buyer Destination	Blue	Blue	Orange	Orange	Orange	Orange	Green	Blue	Blue	Blue	Blue	
Delivering Carrier Unloading	Blue	Blue	Blue	Blue	Blue	Blue	Blue	Blue	Blue	Blue	Blue	

LEGEND	
	Seller pays
	Buyer pays
	Not completed by Incoterms
	FCA Seller's Facility - Buyer pays inland freight; other FCA qualifiers. Seller arranges and loads pre-carriage and pays inland freight to the "F" delivery place
	Charges paid by Seller if through Bill of Lading or door-to-door rate to Buyer's destination
	Seller's risk
	Buyer's risk

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