



Group E Departure **Critical points**

Under EXW, the seller minimizes his risk by only making the goods available at his own premises

EXW
EX Works
(...named place)

| | | |
|-------------------|--|--|
| Carriage of goods | | Carriage to be arranged by the buyer |
| Risks | | Risk transfer from the seller to the buyer when the goods are at the disposal of the buyer |
| Costs | | Cost transfer from the seller to the buyer when the goods are at the disposal of the buyer |

Group F Main carriage not paid by seller

Under F Terms, and under FCA unless otherwise agreed, the seller arranges and pays for the pre-carriage in the country of export

FCA
Free Carrier
(...named place)

| | | |
|-------------------|--|---|
| Carriage of goods | | Carriage to be arranged by the buyer or by the seller on the buyer's behalf |
| Risks | | Risk transfer from the seller to the buyer when the goods have been delivered to the carrier at the named place |
| Costs | | Cost transfer from the seller to the buyer when the goods have been delivered to the carrier at the named place |

FAS
Free Alongside Ship
(...named port of shipment)

| | | |
|-------------------|--|---|
| Carriage of goods | | Carriage to be arranged by the buyer |
| Risks | | Risk transfer from the seller to the buyer when the goods have been placed alongside the ship |
| Costs | | Cost transfer from the seller to the buyer when the goods have been placed alongside the ship |

FOB
Free On Board
(...named port of shipment)

| | | |
|-------------------|--|--|
| Carriage of goods | | Carriage to be arranged by the buyer |
| Risks | | Risk transfer from the seller to the buyer when the goods pass the ship's rail |
| Costs | | Cost transfer from the seller to the buyer when the goods pass the ship's rail |

Group C Main carriage paid by seller

Under C Terms the seller arranges and pays for the main carriage but without assuming the risk of the main carriage

CFR
Cost and Freight
(...named port of destination)

| | | |
|-------------------|--|--|
| Carriage of goods | | Carriage to be arranged by the seller |
| Risks | | Risk transfer from the seller to the buyer when the goods pass the ship's rail |
| Costs | | Cost transfer at port of destination, buyer paying such costs as are not for the seller's account under the contract of carriage |

CIF
Cost, Insurance and Freight
(...named port of destination)

| | | |
|-------------------|--|--|
| Carriage of goods | | Carriage and insurance to be arranged by the seller |
| Risks | | Risk transfer from the seller to the buyer when the goods pass the ship's rail |
| Costs | | Cost transfer at port of destination, buyer paying such costs as are not for the seller's account under the contract of carriage |

CPT
Carriage Paid To
(...named place of destination)

| | | |
|-------------------|--|---|
| Carriage of goods | | Carriage to be arranged by the seller |
| Risks | | Risk transfer from the seller to the buyer when the goods have been delivered to the carrier |
| Costs | | Cost transfer at place of destination, buyer paying such costs as are not for the seller's account under the contract of carriage |

CIP
Carriage and Insurance Paid to
(...named place of destination)

| | | |
|-------------------|--|---|
| Carriage of goods | | Carriage and insurance to be arranged by the seller |
| Risks | | Risk transfer from the seller to the buyer when the goods have been delivered to the carrier |
| Costs | | Cost transfer at place of destination, the buyer paying such costs as are not for the seller's account under the contract of carriage |

Group D Arrival

Under D Terms the seller's cost/risk is maximized because he must make the goods available upon arrival at the agreed destination

DAF
Delivered At Frontier
(...named place)

| | | |
|-------------------|--|---|
| Carriage of goods | | Carriage to be arranged by the seller |
| Risks | | Risk transfer from the seller to the buyer when the goods have been delivered at the frontier |
| Costs | | Cost transfer from the seller to the buyer when the goods have been delivered at the frontier |

DES
Delivered Ex Ship
(...named port of destination)

| | | |
|-------------------|--|---|
| Carriage of goods | | Carriage to be arranged by the seller |
| Risks | | Risk transfer from the seller to the buyer when the goods are placed at the disposal of the buyer on board the ship |
| Costs | | Cost transfer from the seller to the buyer when the goods are placed at the disposal of the buyer on board the ship |

DEQ
Delivered Ex Quay
(...named port of destination)

| | | |
|-------------------|--|---|
| Carriage of goods | | Carriage to be arranged by the seller |
| Risks | | Risk transfer from the seller to the buyer when the goods are placed at the disposal of the buyer on the quay |
| Costs | | Cost transfer from the seller to the buyer when the goods are placed at the disposal of the buyer on the quay |

DDU
Delivered Duty Unpaid
(...named place of destination)

| | | |
|-------------------|--|---|
| Carriage of goods | | Carriage to be arranged by the seller |
| Risks | | Risk transfer from the seller to the buyer when the goods are placed at the disposal of the buyer |
| Costs | | Cost transfer from the seller to the buyer when the goods are placed at the disposal of the buyer |

DDP
Delivered Duty Paid
(...named place of destination)

| | | |
|-------------------|--|---|
| Carriage of goods | | Carriage to be arranged by the seller |
| Risks | | Risk transfer from the seller to the buyer when the goods are placed at the disposal of the buyer |
| Costs | | Cost transfer from the seller to the buyer when the goods are placed at the disposal of the buyer |