



# INCOTERMS QUICK REFERENCE GUIDE

 Incoterms are international rules for the interpretation of trade terms used

EXPOTERS' COUNTRY Border of country of export					 				IMPORTERS' COUNTRY Border of country of import				
COSTS INCLUDED	EXW	FCA	FAS	FOB	CFR	CIF	CPT	CIP	DAF	DES	DEQ	DDU	DDP
PACKING COSTS	e	e	e	e	e	e	e	e	e	e	e	e	e
COMMERCIAL DOCUMENTS	e	e	e	e	e	e	e	e	e	e	e	e	e
INLAND DELIVERY TO FIRST CARRIER		e	e	e	e	e	e	e	e	e	e	e	e
INLAND DELIVERY TO VESSEL/AIRCRAFT			e	e	e	e	e	e	e	e	e	e	e
WHARFAGE		e		e	e	e	e	e	e	e	e	e	e
EXPORT CUSTOMS		e	e	e	e	e	e	e	e	e	e	e	e
TRANSPORT DOCUMENTATION *					e	e	e	e	e	e	e	e	e
CARRIAGE AND FREIGHT					e	e	e	e	e	e	e	e	e
INSURANCE						e		e	e	e	e	e	e
DELIVERY AT DESTINATION												e	e
IMPORT CUSTOMS													e

(Colored Cells) e → Cost recommended for sea freight only !

(Stared Cell) \* → The cost of obtaining an airway bill or bill of lading should still be included in the free on board(FOB) value, as they are an essential element of getting the goods on board !

Reference material can be purchased from the International Chamber of Commerce website, [www.iccbooks.com](http://www.iccbooks.com)

## Incoterms Acronyms :

CFR : Cost and Freight

CIF : Cost, Insurance and Freight

CIP : Carriage and insurance paid to

CPT : Carriage paid to

DAF : Delivered at frontier

DDP : Delivered duty paid

DDU : Delivered duty unpaid

DEQ : Delivery ex quay

DES : Delivery ex ship

EXW : Ex works

FAS : Free alongside ship

FCA : Free carrier

FOB : Free on board

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