

# INCOTERMS 2000 REFERENCE CHART

KEY: Seller  Buyer   
 Cost: the cost of transportation  
 Risk: the risk of loss of damage to goods

↔		SELLER/ EXPORTER PREMISES	EXPORT FORMALITIES	NAMED PLACE OF TERMINAL	LOADING PORT OF SHIPMENT	ONBOARD SHIP/RAIL/PLANE		DISCHARGING PORT OF ARRIVAL	NAMED PLACE OF TERMINAL	IMPORT FORMALITIES	BUYER/ IMPORTER PREMISES
						SHIP'S RAIL ↓					
EXW	Cost										
	Risk										
FCA	Cost										
	Risk										
FAS	Cost										
	Risk										
FOB	Cost										
	Risk										
CFR	Cost										
	Risk										
CIF	Cost										
	Risk										
CPT	Cost										
	Risk										
CIP	Cost										
	Risk										
DAF	Cost										
	Risk										
DES	Cost										
	Risk										
DEQ	Cost										
	Risk										
DDU	Cost										
	Risk										
DDP	Cost										
	Risk										

NOTES: 1. This chart serves as a general outline of costs and risks. For specific guidance, consult *Incoterms 2000: ICC Official Rules for the Interpretation of Trade Terms*, published by the International Chamber of Commerce.  
 2. Only CIF and CIP place an obligation on anyone to purchase cargo insurance. However, it is usually a good idea for either the seller or the buyer to purchase insurance to protect against risk.