



UNITED ARAB EMIRATES
INTERNATIONAL
CHAMBER OF COMMERCE

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INCOTERMS



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INCOTERMS

Group One : For ANY mode of transport

1. EXW: Ex Works (Named Place)
2. FCA : Free Carrier (Named Place)
3. CPT : Carriage Paid To (Named Destination)
4. CIP : Carriage & Insurance Paid To (Named Destination)
5. **DAT : Delivered at Terminal (Agreed Destination)**
6. **DAP : Delivered at Place (Agreed Place)**
7. DDP : Delivered Duty Paid (Named Destination)

Group Two : Sea & Inland Water way Transport

8. FAS : Free Alongside Ship (Named Port of Loading)
9. FOB : Free On Board (Named Port of Loading)
10. CFR : Cost & Freight (Named Destination Port)
11. CIF : Cost Insurance & Freight (Named Destination Port)



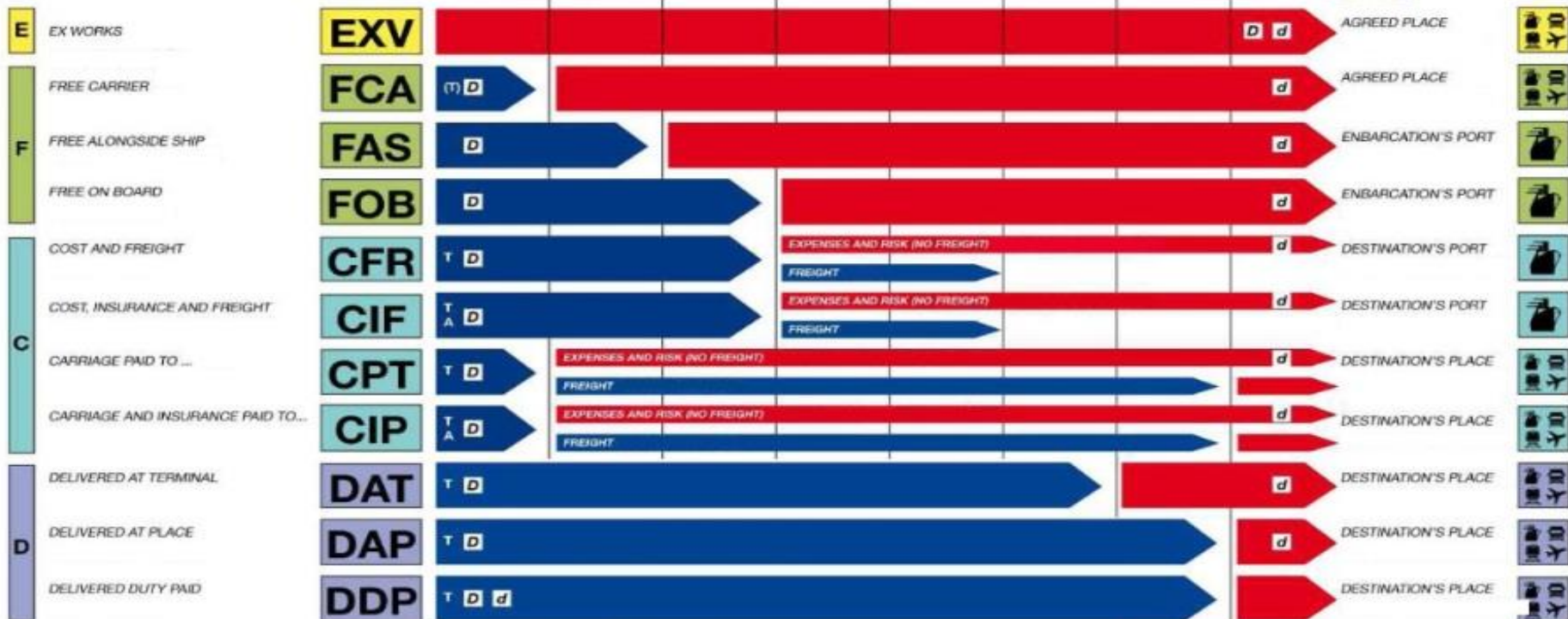
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WORKS CARRIER ALONGSIDE ON BOARD BORDER ARRIVAL QUAY DESTINATION'S BUYER'S



PRINCIPAL TRANSPORT



- BASIC GROUPS**
- EX WORKS
 - FREE
 - CARRIAGE
 - DELIVERED

T It's specifies the obligation to stipulate the freight contract

(T) It's specifies the power to stipulate the freight contract

A It's specifies the obligation to stipulate the insurance contract



EXW: Ex-Works (...named place)

the seller fulfils his obligation when he places the goods at the disposal of the buyer at the seller's premises or another named place (i.e. works, factory, warehouse etc.) **not cleared for export** and **not loaded on any collecting vehicle**



FCA: Free Carrier (named place)

the seller fulfils his obligations as soon as he delivers the goods cleared for export to the carrier nominated by the buyer at the named place.

If delivery occurs at the seller's premises, the seller is responsible for loading. If delivery occurs at any other place, the seller is not responsible for unloading.



FAS: Free Along-Side Ship (named Port of Load)

The seller fulfils his obligations when the goods are placed by him alongside the named vessel (on a quay or a barge) at the named port of shipment

The seller should clear the goods for export. However, if the parties wish the buyer to clear the goods for export this should be included in the contract of sale



FOB: Free Onboard (named Port of Load)

the seller fulfils his obligation when the goods have been placed on board of vessel nominated by the buyer at the named port of shipment

the seller to clear the goods for export.



CFR: Cost & Freight (named Port of Destination)

The seller fulfils his obligations when the sold goods are placed on board the vessel. But, he pays the costs and freight necessary to bring the goods to the named port of destination

the seller to clear the goods for export.



CIF: Cost, Insurance & Freight (named Place of Destination)

Like CFR but with the addition of insurance part



CPT: Carriage Paid to (named Place of Destination)

The seller fulfils his obligations when he delivers the goods to the carrier or another person nominated by the seller at the agreed place

The seller must pay the cost of carriage necessary to bring the goods to the named place of destination.



CIP: Carriage & Insurance Paid to (named Place of Destination)

Like CPT with the addition of insurance on the seller



DAT: Delivered At Terminal (named Place of Destination)

the seller fulfils his obligations when the sold goods are unloaded from the arriving means of transport and are placed in the disposal of the buyer at a named terminal at the named port or place of destination

the seller to clear the goods for export.



DAP: Delivered At Place (named Place of Destination)

the seller fulfils his obligations when the sold goods are placed at the disposal of the buyer on the arriving means of transport ready for unloading at the named place of destination

the seller to clear the goods for export



DDP: Delivered Duty Paid (named Place of Destination)

the seller fulfils his obligations when the goods cleared for import placed on the disposal of the buyer at the named place of destination not unloaded from arriving means of transport

If the parties wish to exclude from the seller's obligation to pay VAT (value added tax) this should be made clear by adding explicit wording to this effect in the contract of sale





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Thank you