FREIGHT COLLECT TERM				FREIGHT PREPAID TERM							
ANY MODE OF	FTRANSPORT	SEA AN	ID INLAND WA	TERWAY TRAN	ERWAY TRANSPORT		ANY MODE OF TRANSPORT				
AT BUYER'S PROPOSAL	The state of the s	The state of the s			ON BOARD VESSEL	AT CARRIER	IAI CARRIER			AT NAMED PLACE	
EXW	FCA	FAS	FOB	CFR	CIF	CPT	CIP	DAP	DPU	DDP	
SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	
BUYER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	
BUYER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	
BUYER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	
BUYER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	
BUYER	BUYER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	
BUYER	BUYER	BUYER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	
BUYER	BUYER	BUYER	BUYER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	
NEGOTIABLE	NEGOTIABLE	NEGOTIABLE	NEGOTIABLE	NEGOTIABLE	SELLER	NEGOTIABLE	SELLER	NEGOTIABLE	NEGOTIABLE	NEGOTIABLE	
BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	SELLER	SELLER	SELLER	SELLER	SELLER	
BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	SELLER	SELLER	SELLER	
BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	SELLER	SELLER	
BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	SELLER	
BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	SELLER	
	AT BUYER'S PROPOSAL EXW SELLER BUYER	ANY MODE OF TRANSPORT AT BUYER'S PROPOSAL TRANSPORT EXW FCA SELLER SELLER BUYER SELLER BUYER SELLER BUYER SELLER BUYER SELLER BUYER BUYER BUYER BUYER BUYER BUYER BUYER BUYER BUYER BUYER	ANY MODE OF TRANSPORT SEA AN AT BUYER'S PROPOSAL TRANSPORT SHIP EXW FCA FAS SELLER SELLER SELLER BUYER BUYER SELLER BUYER BUYER BUYER BUYER BUYER BUYER NEGOTIABLE NEGOTIABLE BUYER BUYER BUYER BUYER BUYER BUYER	ANY MODE OF TRANSPORT AT BUYER'S PROPOSAL TRANSPORT SHIP VESSEL EXW FCA FAS FOB SELLER SELLER SELLER SELLER BUYER BUYER SELLER SELLER BUYER BUYER SELLER SELLER BUYER BUYER BUYER SELLER BUYER BUYER BUYER BUYER BUYER NEGOTIABLE NEGOTIABLE NEGOTIABLE BUYER BUYER BUYER BUYER BUYER BUYER BUYER BUYER	ANY MODE OF TRANSPORT AT BUYER'S PROPOSAL EXW FCA SELLER SELLER	ANY MODE OF TRANSPORT AT BUYER'S PROPOSAL TRANSPORT AT BUYER'S PROPOSAL TRANSPORT EXW FCA FAS FOB CFR CIF SELLER SELLER SELLER SELLER SELLER SELLER BUYER BUYER SELLER SELLER SELLER SELLER BUYER BUYER BUYER SELLER SELLER SELLER SELLER BUYER BUYER BUYER BUYER SELLER SELLER SELLER BUYER BUYER BUYER BUYER SELLER SELLER SELLER BUYER BUYER BUYER BUYER BUYER SELLER SELLER BUYER BUYER BUYER BUYER BUYER BUYER BUYER BUYER BUYER BUYER BUYER BUYER BUYER BUYER BUYER BUYER BUYER BUYER BUYER	ANY MODE OF TRANSPORT SEA AND INLAND WATERWAY TRANSPORT AT BUYER'S PROPOSAL TRANSPORT SHIP EXW FCA FAS FOB CFR CIF CPT SELLER SELL	ANY MODE OF TRANSPORT SEA AND INLAND WATERWAY TRANSPORT AT BUYER'S PROPOSAL FAS FOB CFR CIF CPT CIP SELLER S	ANY MODE OF TRANSPORT SEA AND INLAND WATERWAY TRANSPORT AT BUYER'S TRANSPORT SHIP PROPOSAL TRANSPORT TRANSPORT SHIP PROPOSAL FCA FAS FOB CFR CIF CPT CIP DAP SELLER SELLE	ANY MODE OF TRANSPORT SEA AND INLAND WATERWAY TRANSPORT AT BUYER'S ON BUYER'S PROPOSAL TRANSPORT ALONGSIDE SHIP VESSEL AT CARRIER AT CARRIER AT NAMED PLACE EXW FCA FAS FOB CFR CIF CPT CIP DAP DPU SELLER SELLE	

Note: The content of this chart is only for general information purposes and shall not in any circumstances be considered bespoke legal advice or professional advice.