

# IncoTerms Cheat Sheet

## BUSINESS INFOGRAPHIC

**EXW**

### "The Come and Get It"

The Seller just leaves the box on their front porch. The Buyer has to go there, pick it up, and do everything else.



**FCA**

### "THE DROP-OFF"

The Seller drives the box to a local warehouse or airport. Once they hand it over, the Buyer takes over.



**FAS**

### "THE DOCK-SIDE"

(Boats only) The Seller leaves the box on the dock right next to the ship.



**FOB**

### "THE LOADING"

(Boats only) The Seller actually puts the box on the ship. Once it touches the deck, it's the Buyer's responsibility.



**CFR /  
CIF**

### "THE LONG RIDE"

The Seller pays for the ship to cross the ocean. Crucial: If the ship sinks, the Buyer is the one who loses out (unless the Seller bought Insurance—that's the "I" in CIF).



**CPT /  
CIP**

### "THE DELIVERY"

Same as above, but for planes or trucks. The Seller pays for the trip, but the Buyer "owns" the risk once the first driver picks it up.



**DPU /  
DAP**

### "ALMOST HOME"

The Seller does almost everything. They drive it all the way to the Buyer's city or warehouse.



**DDP**

### "THE VIP SERVICE"

The Seller does everything. They pay the taxes, the shipping, and the insurance. The Buyer just sits back and waits for the doorbell to ring.

