



LARGA PHILIPPINES INCOTERMS 2016 QUICK REFERENCE GUIDE

REQUEST RATE

| SERVICES | EXW | FCA | FAS | FOB | CFR | CIF (2) | CPT (1) | CIP (1)(2) | DAT | DAP | DDP |
|--------------------------------------|-----------------|-----------------|---------------------|---------------------|-----------------|---------------------------|------------------|--------------------------------|-----------------------|--------------------|---------------------|
| | Ex Works | Free Carrier | Free Alongside Ship | Free Onboard Vessel | Cost & Freight | Cost, Insurance & Freight | Carriage Paid To | Carriage and Insurance Paid To | Delivered At Terminal | Delivered At Place | Delivered Duty Paid |
| | <i>Who Pays</i> | <i>Who Pays</i> | <i>Who Pays</i> | <i>Who Pays</i> | <i>Who Pays</i> | <i>Who Pays</i> | <i>Who Pays</i> | <i>Who Pays</i> | <i>Who Pays</i> | <i>Who Pays</i> | <i>Who Pays</i> |
| Loading on Truck (Carrier) | Buyer | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller |
| Export-Customs Declaration | Buyer | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller |
| Carriage to Port of Export | Buyer | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller |
| Unloading of Truck in Port of Export | Buyer | Buyer | Buyer | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller |
| Loading Charges in Port of Export | Buyer | Buyer | Buyer | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller |
| Carriage to Port of Import | Buyer | Buyer | Buyer | Buyer | Seller | Seller | Seller | Seller | Seller | Seller | Seller |
| Unloading Charges in Port of Import | Buyer | Buyer | Buyer | Buyer | Buyer | Seller | Seller | Seller | Seller | Seller | Seller |
| Loading on Truck in Port of Import | Buyer | Buyer | Buyer | Buyer | Buyer | Buyer | Seller | Seller | Seller | Seller | Seller |
| Carriage to Place of Desitination | Buyer | Buyer | Buyer | Buyer | Buyer | Buyer | Seller | Seller | Seller | Seller | Seller |
| Insurance | Buyer | Buyer | Buyer | Buyer | Buyer | Seller | Seller | Seller | Buyer | Seller | Seller |
| Import Customs Clearance | Buyer | Buyer | Buyer | Buyer | Buyer | Buyer | Buyer | Buyer | Buyer | Buyer | Seller |
| Import Taxes | Buyer | Buyer | Buyer | Buyer | Buyer | Buyer | Buyer | Buyer | Buyer | Buyer | Seller |

Important Notes

Risk of loss or damage is transferred from Seller to Buyer when the goods have been delivered to the carrier
 While the Seller is responsible for insurance coverage during the main voyage, the buyer may have additional 'insurable interest' and prudence may dictate purchase of additional coverage

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 WE DELIVER EXCELLENCE!**