




# INCOTERMS – QUICK REFERENCE GUIDE

Incoterms are the international rules for the interpretation of trade terms used in international trade, formulated by the International Chamber of Commerce.

EXPORTERS COUNTRY Border of country of export									IMPORTERS COUNTRY Border of country of export				
COSTS INCLUDED ↓	EXW	FCA	FAS	FOB	CFR	CIF	CPT	CIP	DAF	DES	DEQ	DDU	DDP
	Packing costs												
Commercial documents													
Inland delivery to first carrier													
Inland delivery to vessel/aircraft													
Wharfage													
Export customs													
Transport documentation*													
Carriage and freight													
Insurance													
Delivery at destination													
Import customs													

	Costs recommended for sea freight only
*	The cost of obtaining an airway bill or bill of lading should still be included in the Free on Board (FOB) value, as they are an essential element of getting the goods on board.

Reference material can be purchased from the International Chamber of Commerce's website, [www.iccbooks.com](http://www.iccbooks.com)

Incoterms acronyms	
CFR - Cost and freight	DDU - Delivered duty unpaid
CIF - Cost, insurance and freight	DEQ - Delivery ex quay
CIP - Carriage and insurance paid to	DES - Delivery ex ship
CPT - Carriage paid to	EXW - Ex works
DAF - Delivered at frontier	FAS - Free alongside ship
DDP - Delivered duty paid	FCA - Free carrier
	FOB - Free on board

**Please note:** this fact sheet is a general guide only.

For more information on any Customs and Border Protection matter, contact the Customs Information and Support Centre on 1300 363 263 or email [information@customs.gov.au](mailto:information@customs.gov.au) or browse the website [www.customs.gov.au](http://www.customs.gov.au)