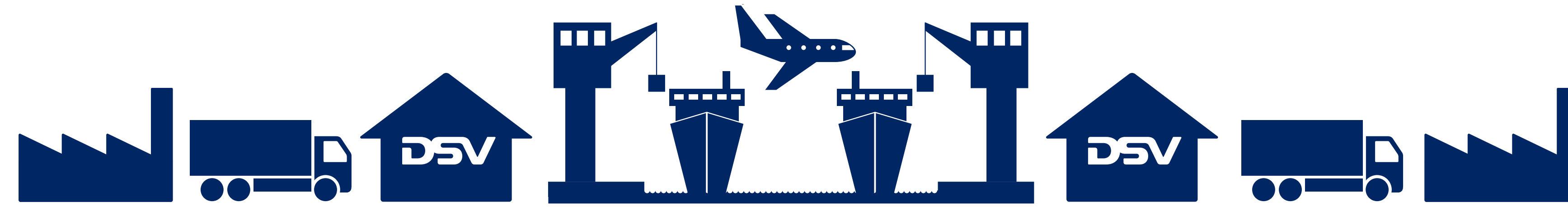


# Incoterms<sup>®</sup> 2010



■ COSTS   
 ■ RISK   
 ■ INSURANCE  
■ All modes of transport   
 ■ Sea and inland waterways

DESCRIPTION					FREIGHT/RISK	MORE DETAILS
<b>EXW</b> Ex Works	SELLER			BUYER	<b>Freight</b> Seller's premises. <b>Risk</b> Seller's premises.	Seller is only responsible for making the goods available at the seller's premises. The buyer bears the full risk from there to the destination.
	SELLER			BUYER		
	SELLER			BUYER		
<b>FCA</b> Free Carrier	SELLER			BUYER	<b>Freight</b> Freight handler. <b>Risk</b> Freight handler.	Seller is responsible for delivery to the custody of the carrier, which is provided by the buyer. Risk is transferred as soon as loading has taken place.
	SELLER			BUYER		
	SELLER			BUYER		
<b>CPT</b> Carriage Paid to	SELLER	SELLER		BUYER	<b>Freight</b> Destination. <b>Risk</b> First freight handler.	Seller delivers the goods to the carrier at an agreed place of delivery and pays for transport to the named destination. Risk is transferred at the place of delivery, whereas seller pays for transport to the destination.
	SELLER		BUYER			
	SELLER		BUYER			
<b>CIP</b> Carriage and Insurance Paid to	SELLER	SELLER		BUYER	<b>Freight</b> Destination. <b>Risk</b> First freight handler.	Seller delivers the goods to the carrier at an agreed place of delivery and pays for transport and insurance to the named destination. Risk is transferred at the place of delivery, whereas seller pays for transport and insurance to the destination.
	SELLER		BUYER			
	SELLER		BUYER			
<b>DAT</b> Delivered at Terminal	SELLER	SELLER		BUYER	<b>Freight:</b> Destination. <b>Risk:</b> Destination.	Seller delivers the goods unloaded at a specified place inside the agreed terminal. Risk is transferred as soon as the goods have been unloaded.
	SELLER		BUYER			
	SELLER		BUYER			
<b>DAP</b> Delivered at Place	SELLER	SELLER		BUYER	<b>Freight:</b> Place of destination. <b>Risk:</b> Arriving means of transport at destination.	Seller delivers the goods to the disposal of the buyer on the arriving means of transport at the agreed place. Seller assumes the risk until the goods are made ready for unloading from the arriving means of transport.
	SELLER		BUYER			
	SELLER		BUYER			
<b>DDP</b> Delivered Duty Paid	SELLER	SELLER		BUYER	<b>Freight</b> Destination. <b>Risk</b> Destination.	Seller is responsible for bringing the goods to the destination, paying any duty and making the goods available to the buyer. Risk is transferred as soon as the buyer has access to the goods ready for unloading at the agreed destination.
	SELLER		BUYER			
	SELLER		BUYER			
<b>FAS</b> Free Alongside Ship	SELLER			BUYER	<b>Freight</b> Shipside in port of departure. <b>Risk</b> Shipside in port of departure.	Seller is responsible for delivery of the goods at the quay alongside the ship. From this point onwards, risk lies with the buyer.
	SELLER			BUYER		
	SELLER			BUYER		
<b>FOB</b> Free on Board	SELLER			BUYER	<b>Freight</b> On board ship. <b>Risk</b> On board ship.	Seller is responsible for delivery of the goods loaded on board the ship. Risk is transferred as soon as the goods have been set down inside the ship.
	SELLER			BUYER		
	SELLER			BUYER		
<b>CFR</b> Cost and Freight	SELLER	SELLER		BUYER	<b>Freight</b> Port of destination. <b>Risk</b> On board ship.	Seller covers cost of freight, duty unpaid, to the named port of destination. Risk is transferred as soon as the goods have been set down inside the ship.
	SELLER		BUYER			
	SELLER		BUYER			
<b>CIF</b> Cost, Insurance and Freight	SELLER	SELLER		BUYER	<b>Freight</b> Port of destination. <b>Risk</b> On board ship.	Seller covers cost of insurance and freight, duty unpaid, to the named port of destination. Risk is transferred as soon as the goods have been set down inside the ship.
	SELLER		BUYER			
	SELLER		BUYER			