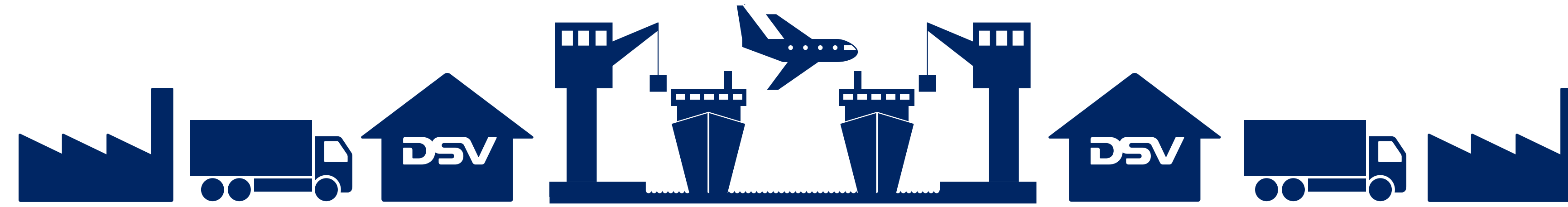


Incoterms® 2010



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

DESCRIPTION					FREIGHT/RISK	MORE DETAILS
EXW Ex Works	SELLER		BUYER		Freight Seller's premises. Risk 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			
FCA Free Carrier	SELLER		BUYER		Freight Freight handler. Risk 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			
CPT Carriage Paid to	SELLER	SELLER		BUYER	Freight Destination. Risk 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			
CIP Carriage and Insurance Paid to	SELLER	SELLER		BUYER	Freight Destination. Risk 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			
DAT Delivered at Terminal	SELLER	SELLER		BUYER	Freight: Destination. Risk: 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			
DAP Delivered at Place	SELLER	SELLER		BUYER	Freight: Place of destination. Risk: 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			
DDP Delivered Duty Paid	SELLER	SELLER		BUYER	Freight Destination. Risk 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			
FAS Free Alongside Ship	SELLER		BUYER		Freight Shipment in port of departure. Risk Shipment 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			
FOB Free on Board	SELLER		BUYER		Freight On board ship. Risk 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			
CFR Cost and Freight	SELLER	SELLER		BUYER	Freight Port of destination. Risk 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			
CIF Cost, Insurance and Freight	SELLER	SELLER		BUYER	Freight Port of destination. Risk 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			