

# Incoterms<sup>®</sup> 2010



DESCRIPTION							FREIGHT/RISK		MORE DETAILS	
							<div><div>COSTS</div><div>RISK</div><div>INSURANCE</div></div> <div><div>All modes of transport</div><div>Sea and inland waterways</div></div>			
EXW <small>Ex Works</small>	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 <small>Free Carrier</small>	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 <small>Carriage Paid to</small>	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 <small>Carriage and Insurance Paid to</small>	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 <small>Delivered at Terminal</small>	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 <small>Delivered at Place</small>	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 <small>Delivered Duty Paid</small>	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 <small>Free Alongside Ship</small>	SELLER				BUYER		Freight: Shipside in port of departure. Risk: 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					
FOB <small>Free on Board</small>	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 <small>Cost and Freight</small>	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 <small>Cost, Insurance and Freight</small>	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	BUYER				