

Incoterms® 2010



■ COSTS ■ RISK ■ INSURANCE
 ALL MODE 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					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					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					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					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 Delivery Duty Paid	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					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					BUYER					Freight Port of destination Risk Port of destination	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						