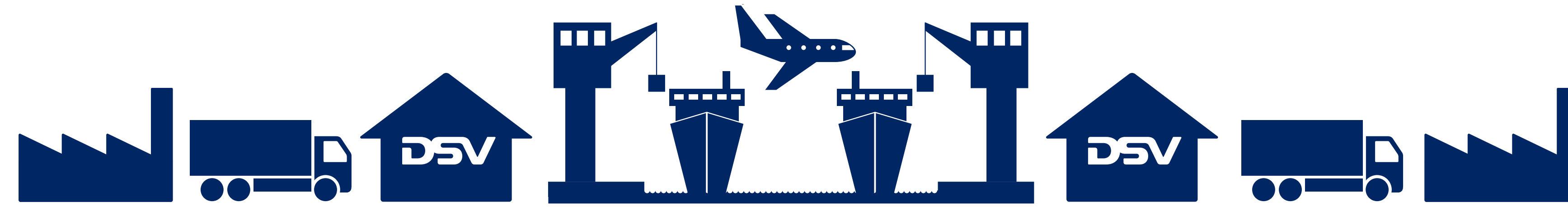


# Incoterms® 2010



■ 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		BUYER		
	SELLER		BUYER		
<b>FCA</b> Free Carrier	SELLER		BUYER		<b>Freight</b> Freight handler. <b>Risk</b> Freight handler.
	SELLER		BUYER		
	SELLER		BUYER		
<b>CPT</b> Carriage Paid to	SELLER	SELLER		BUYER	<b>Freight</b> Destination. <b>Risk</b> First freight handler.
	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		BUYER		
	SELLER		BUYER		
<b>DAT</b> Delivered at Terminal	SELLER	SELLER		BUYER	<b>Freight:</b> Destination. <b>Risk:</b> Destination.
	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		BUYER		
	SELLER		BUYER		
<b>DDP</b> Delivered Duty Paid	SELLER	SELLER		BUYER	<b>Freight</b> Destination. <b>Risk</b> 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		BUYER		
	SELLER		BUYER		
<b>FOB</b> Free on Board	SELLER		BUYER		<b>Freight</b> On board ship. <b>Risk</b> On board 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		BUYER		
	SELLER		BUYER		
<b>CIF</b> Cost, Insurance and Freight	SELLER	SELLER		BUYER	<b>Freight</b> Port of destination. <b>Risk</b> Port of destination.
	SELLER		BUYER		
	SELLER		BUYER		