



# Incoterms 2010

## Reference Guide

INCOTERM	SELLERS OBLIGATIONS FOR DELIVERY:	RISK OF LOSS/DAMAGE TRANSFERS FROM SELLER TO BUYER AT:	OTHER SELLER OBLIGATIONS:	RESPONSIBILITY FOR DELIVERY COSTS:
<b>EXW</b> - ex works <sup>A</sup>	Goods are at the disposal of the Buyer at the agreed point, i.e. Seller's door, factory etc.	Seller's door once available for pick up	Seller must make goods properly available for transport	Buyer
<b>FAS</b> - free alongside ship <sup>V</sup>	Alongside the Buyer's nominated vessel at the named port of shipment (usually non containerized goods)	Once delivered to the loading point alongside the vessel	Make goods properly available for transport and Clear goods for export	Buyer arranges contract of carriage
<b>FCA</b> - free carrier <sup>A</sup>	At the Buyers nominated carrier or another named party at the agreed point	At the named delivery point within the named place of delivery	Make goods properly available for transport and Clear goods for export	Buyer arranges contract of carriage
<b>FOB</b> - free on board <sup>V</sup>	On board the Buyer's nominated vessel at the named port of shipment (usually non containerized goods)	Once goods have been loaded onto the Vessel	Make goods properly available for transport and Clear goods for export	Buyer arranges contract of carriage
<b>CFR</b> - cost and freight <sup>V</sup>	On board the Seller's nominated vessel at the named port of destination (usually non containerized goods)	Once goods have been loaded onto the vessel	Make goods properly available for transport, Clear goods for export and provide transport document	Seller to named port of destination
<b>CIF</b> - cost insurance freight <sup>V</sup>	On board the Seller's nominated carrier at the named port of destination (usually non containerized goods)	Once goods have been loaded onto the vessel	Make goods properly available for transport, Clear goods for export, provide transport document and procure Cargo Insurance	Seller to named port of destination
<b>CPT</b> - carriage paid to <sup>A</sup>	Carrier or named place	Once goods have been delivered to the Carrier	Make goods properly available for transport, Clear goods for export and provide transport document	Seller to named point of Delivery
<b>CIP</b> - carriage insurance paid to <sup>A</sup>	Carrier or named place	Once goods have been delivered to the Carrier	Make goods properly available for transport, Clear goods for export, provide transport document and procure Cargo Insurance	Seller to named point of Delivery
<b>DAT</b> - delivered at terminal <sup>A</sup>	To a named terminal at the named port or place of destination (terminal includes any place such as quay, warehouse, container yard, air terminal etc)	Once goods have been delivered to the named terminal at the named place of destination	Make goods properly available for transport, Clear goods for export and provide transport document	Seller to named terminal at the agreed port or place of destination
<b>DAP</b> - delivered at place <sup>A</sup>	Delivered to named point at the named place of destination	Once goods have been delivered to the named point at the named place of destination	Make goods properly available for transport, Clear goods for export and provide transport document	Seller to named point of Delivery
<b>DDP</b> - delivered duty paid <sup>A</sup>	Delivered to named point at the named place of destination	Once goods have been delivered to the named terminal at the named place of destination	Make goods properly available for transport, Clear goods for export, provide transport document and perform Import Clearance	Seller covers all delivery costs, all customs formalities, duties, taxes and other charges payable to deliver to named point.

V - Rules for Vessel Transport

A - Rules for All modes of Transport

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