

# Incoterms 2010

## Transport obligations, costs and risks

Delivery point signifies transfer of risk and cost

### Legend

 *Seller – blue – left*  *Buyer – red – right*

## 1. Rules for any mode or modes of transport

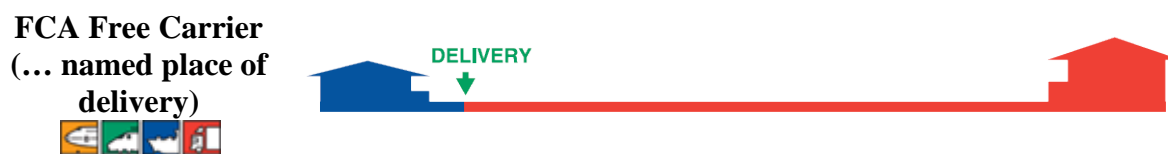
### 1.1. Departure

#### 1.1.1. Main carriage not paid by seller

Under EXW, the seller minimizes its risk by only making the goods available at its own premises



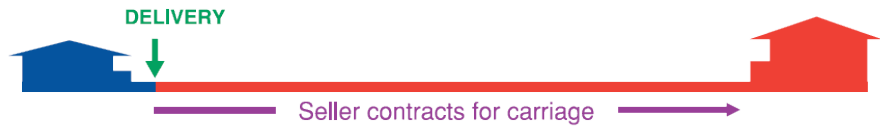
Under FCA, unless otherwise agreed, the seller arranges and pays for the pre-carriage in the country of export



#### 1.1.2. Main carriage paid by seller

Under CPT, CIP, CFR and CIF rules, the seller arranges and pays for the main carriage but without assuming the risk of the main carriage. The seller also has to pay costs for carriage and, under CIP and CIF, for insurance.

**CPT Carriage Paid To**  
 (... named place of destination)



Seller contracts for main carriage up to named place/point in country of destination

**CIP Carriage and Insurance Paid to**  
 (... named place of destination)



In addition to the obligations under CPT, the seller also contracts for insurance up to the named place/point in the country of destination

**1.2. Arrival**

**DAT Delivered at Terminal**  
 (... named terminal at port or place of destination)



Seller undertakes to place the goods at the disposal of the buyer unloaded from the arriving mean of transport at the agreed place/point of destination.

**DAP Delivered at Place**  
 (... named place of destination)



Seller undertakes to place the goods at the disposal of the buyer ready for unloading by the buyer at the agreed place/point of destination.

**DDP Delivered Duty Paid**  
 (... named place of destination)



Seller undertakes to place the goods at the disposal of the buyer at the agreed place/point of destination and to clear the goods for import and pay duty and other official charges (unless otherwise agreed)

## 2. Rules for sea and inland waterway transport

### 2.1. Main carriage not paid by seller

**FAS Free Alongside Ship**  
(... named port of shipment)



Seller undertakes to place the goods alongside the ship nominated by the buyer.

**FOB Free On Board**  
(... named port of shipment)



Seller undertakes to place the goods on board the ship nominated by the buyer.

### 2.2. Main carriage paid by seller

**CFR Cost and Freight**  
(... named port of destination)



Seller pays to contract of carriage to the named port of destination.

**CIF Cost, Insurance and Freight**  
(... named port of destination)



In addition to obligations under CFR, the seller also contracts for insurance up to the named port in the country of destination.

## **Warning**

**Warning: This chart is not intended to be used alone, and should always be used in conjunction with the INCOTERMS® 2010**

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