



# INCOTERMS 2010

INCOTERMS RULES IS AN INTERNATIONALLY RE-  
COGNIZED STANDARD FOR INTERNATIONAL AND  
DOMESTIC CONTRACTS FOR THE SALE OF GOODS,  
PUBLISHED BY THE INTERNATIONAL CHAMBER OF  
COMMERCE. THIS ILLUSTRATION SHOWS RISK  
AND COST DISTRIBUTION BETWEEN SELLER AND  
BUYER IN ACCORDANCE WITH INCOTERMS 2010.



## EXW EX WORKS



## FCA FREE CARRIER



## FAS FREE ALONGSIDE SHIP



## FOB FREE ON BOARD



## CFR COST & FREIGHT



## CIF COST, INSURANCE & FREIGHT



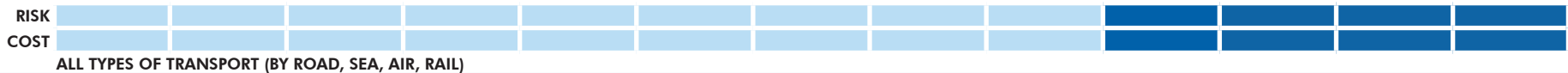
## CPT CARRIAGE PAID TO



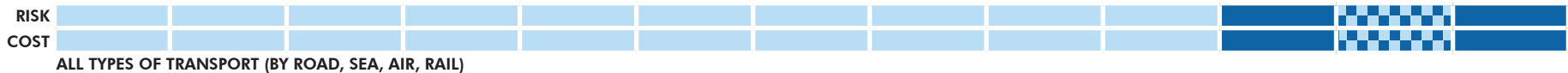
## CIP CARRIAGE, INSURANCE PAID



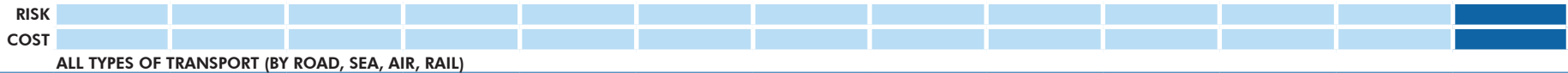
## DAT DELIVERED AT TERMINAL



## DAP DELIVERED AT PLACE



## DDP DELIVERED DUTY PAID



PLEASE NOTE: ABOVE ARE GUIDELINES ONLY AND CAN NOT BE USED AS A FULL AND COMPLETE ILLUSTRATION OF THE COST AND RISK DISTRIBUTION BETWEEN SELLER AND BUYER WHEN USING INCOTERMS.

INCOTERMS SHOULD ALWAYS BE FOLLOWED BY A NAMED PLACE OF DELIVERY. COMPULSORY CARGO INSURANCE IS PART OF CIF AND CIP CLAUSES ONLY.