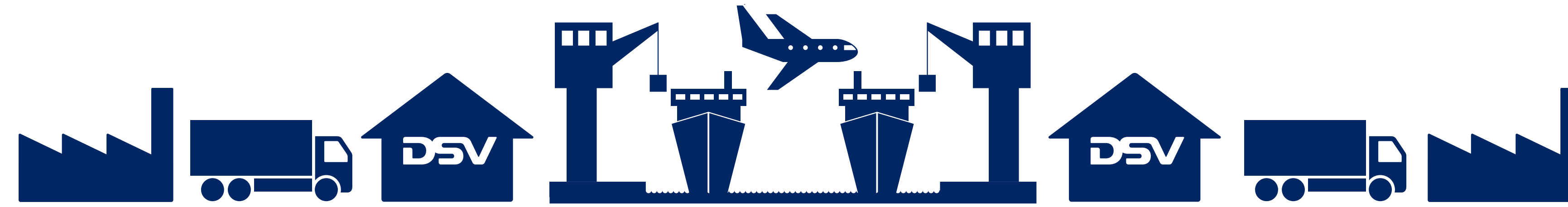


Incoterms® 2010



■ COSTS ■ RISK ■ INSURANCE
■ All modes 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		BUYER		
	SELLER		BUYER		
FCA Free Carrier	SELLER		BUYER		Freight Freight handler. Risk Freight handler.
	SELLER		BUYER		
	SELLER		BUYER		
CPT Carriage Paid to	SELLER	SELLER		BUYER	Freight Destination. Risk First freight handler.
	SELLER		BUYER		
	SELLER		BUYER		
CIP Carriage and Insurance Paid to	SELLER	SELLER		BUYER	Freight Destination. Risk First freight handler.
	SELLER		BUYER		
	SELLER		BUYER		
DAT Delivered at Terminal	SELLER	SELLER		BUYER	Freight: Destination. Risk: Destination.
	SELLER		BUYER		
	SELLER		BUYER		
DAP Delivered at Place	SELLER	SELLER		BUYER	Freight: Place of destination. Risk: Arriving means of transport at destination.
	SELLER		BUYER		
	SELLER		BUYER		
DDP Delivered Duty Paid	SELLER	SELLER		BUYER	Freight Destination. Risk Destination.
	SELLER		BUYER		
	SELLER		BUYER		
FAS Free Alongside Ship	SELLER		BUYER		Freight Shipment in port of departure. Risk Shipment in port of departure.
	SELLER		BUYER		
	SELLER		BUYER		
FOB Free on Board	SELLER		BUYER		Freight On board ship. Risk On board ship.
	SELLER		BUYER		
	SELLER		BUYER		
CFR Cost and Freight	SELLER	SELLER		BUYER	Freight Port of destination. Risk On board ship.
	SELLER		BUYER		
	SELLER		BUYER		
CIF Cost, Insurance and Freight	SELLER	SELLER		BUYER	Freight Port of destination. Risk On board ship.
	SELLER		BUYER		
	SELLER		BUYER		