



INCOTERMS 2010

Abbreviation	Clause	Place of delivery	Transfer of risk seller -> buyer	Transfer of charges seller -> buyer
EXW	Ex Works	Seller's factory	As from availability of cargo at seller's factory	As from availability of cargo at seller's factory
FCA	Free Carrier (named place)	Delivery to carrier at named place	With delivery to carrier at named place	With delivery to carrier at named place
FAS	Free Alongside Ship (named port of loading)	Alongside ship in named port of loading	When the goods have been placed alongside the ship in named port of loading	When the goods have been placed alongside the ship in named port of loading
FOB	Free on Board (named port of loading)	Ship in port of loading	When the goods have passed over the ship's rail	When the goods have passed over the ship's rail
CFR	Cost and Freight (named port of destination)	Ship in port of loading	When the goods have passed over the ship's rail	All charges to deliver the cargo to the named port of destination
CIF	Cost, Insurance and Freight (named port of destination)	Ship in port of loading	When the goods have passed over the ship's rail	All charges to deliver the cargo to the named port of destination + insurance
CPT	Carriage paid to (named place of destination)	Place of delivery to the 1st carrier	When the goods have been delivered into the custody of 1st carrier	All charges to deliver the cargo to the named place of destination
CIP	Carriage, Insurance paid (named place of destination)	Place of delivery to the 1st carrier	When the goods have been delivered into the custody of 1st carrier	All charges to deliver the cargo to the named place of destination + insurance
DAT	Delivered at Terminal (named terminal)	Named Terminal	Named Terminal incl. unloading	Named Terminal incl. unloading
DAP	Delivered at place (named place of destination)	Named place	Named place, ready for unloading	Named place, ready for unloading
DDP	Delivered duty paid (named place of destination)	Named place	Named place, ready for unloading	Named place, ready for unloading incl. customs clearance