

# Incoterms<sup>®</sup> 2010

Term	The <b>seller</b> must ...	The <b>buyer</b> bears all risk ...
<b>EXW</b> ( <b>EX</b> Works) (at <b>seller's premises or another named place</b> , i.e. works, factory, warehouse)	place the goods at the disposal of the buyer at the seller's premises, not loaded on any collecting vehicle.	when the goods have been placed at the seller's premises.
<b>FCA</b> ( <b>F</b> ree <b>CA</b> rrier) ( <b>named place</b> , i.e. <b>seller's premises</b> )	deliver the goods to the named carrier at the seller's premises and <b>load them on the means of transport</b> provided by the carrier, cleared für export.	when the goods have been delivered to the carrier at the named place (loaded vehicle).
<b>FCA</b> ( <b>F</b> ree <b>CA</b> rrier) ( <b>named place</b> , i.e. <b>any other place</b> )	deliver the goods to the named carrier at any other place, cleared für export. The seller is <b>not responsible for unloading</b> .	when the goods have been delivered unloaded at the carrier.
<b>FAS</b> ( <b>F</b> ree <b>A</b> longside <b>S</b> hip) ( <b>named port of shipment</b> )	place the goods alongside the vessel at the named port of shipment, cleared for export.	when the goods have been delivered alongside the vessel at the named <b>port of shipment</b> .
<b>FOB</b> ( <b>F</b> ree <b>O</b> n <b>B</b> oard) ( <b>named port of shipment</b> )	deliver the goods on board the vessel at the named <b>port of shipment</b> and bear all risks of loss of or damage until that moment.	when the goods are on board the vessel nominated by him.
<b>CFR</b> ( <b>C</b> ost and <b>FR</b> eight) ( <b>named port of destination</b> )	deliver the goods on board the vessel at the <b>port of shipment</b> .	when the goods are on board at the <b>port of shipment</b> and must receive the goods from the carrier at the named <b>port of destination</b> .
<b>CIF</b> ( <b>C</b> ost, <b>I</b> nsurance and <b>FR</b> eight) ( <b>named port of destination</b> )	- in addition to CFR – procure <b>marine insurance</b> (only with minimum cover including 10% anticipated profit) during the carriage.	when the goods are on board at the <b>port of shipment</b> and must receive the goods from the carrier at the named <b>port of destination</b> .
<b>CPT</b> ( <b>C</b> arriage <b>P</b> aid <b>T</b> o) ( <b>named place of destination</b> )	deliver to the carrier nominated by him and pay the costs of carriage necessary to bring the goods to the named place of destination.	when the goods have been delivered to the carrier and must receive them from the carrier at the named place.
<b>CIP</b> ( <b>C</b> arriage and <b>I</b> nsurance <b>P</b> aid to) ( <b>named place of destination</b> )	- in addition to CPT – procure <b>cargo insurance</b> (only with minimum cover including 10% anticipated profit) during the carriage.	when the goods have been delivered to the carrier and must receive them from the carrier at the named place.
<b>DAP</b> ( <b>D</b> elivered <b>A</b> t <b>P</b> lace) ( <b>named place of destination</b> )	bear costs and risks until the goods are placed at the disposal of the buyer on the arriving means of transport <b>ready for unloading</b> at the named <b>place</b> of destination.	when the goods - not cleared for import - have been placed, not unloaded from any arriving means of transport.
<b>DAT</b> ( <b>D</b> elivered <b>A</b> t <b>T</b> erminal) ( <b>named terminal at port or place of destination</b> , i.e. a warehouse, container yard, quay, or road, rail or air cargo terminal)	place the goods – <b>unloaded</b> from the arriving means of transport - at the disposal of the buyer at a named terminal at the named <b>port or place</b> of destination.	when the goods - not cleared for import - have been placed at the named <b>terminal, unloaded</b> from the arriving means of transport.
<b>DDP</b> ( <b>D</b> elivered <b>D</b> uty <b>P</b> aid) ( <b>named place of destination</b> )	bear costs and risks ( <b>including any duty for import</b> ) involved in bringing the goods at the named <b>place in the country of destination</b> .	when the goods - cleared for import - have been placed at the named place of destination, <b>not unloaded</b> from any arriving means of transport.

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	seller/ sender	export customs	agreed point of delivery - terminal - quai - frontier - ...	loading	port of shipment  on board the vessel	port of destination	unloading	named destination (can be buyer's premises)	import	buyer/ addressee
<b>EXW</b> n.e.	Green	Red	Red	Red	Red	Red	Red	Red	Red	Red
<b>FCA ...</b> named place of loading (2 options)	Green	Green	Green	Green	Red	Red	Red	Red	Red	Red
	Blue	Blue	Blue	Blue	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow
place of loading: seller's premises					w.e.					
place of loading: any other place					w.e.					
<b>FAS</b> ... port of shipment	Green	Green	Green	Red	Red	Red	Red	Red	Red	Red
Note: for RO/RO and CONTAINERS use FCA instead of FAS	Blue	Blue	Blue	Blue	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow
					w.e.					
<b>FOB</b> ... port of shipment	Green	Green	Green	Green	Green	Red	Red	Red	Red	Red
Note: for RO/RO and CONTAINERS use FCA instead of FOB	Blue	Blue	Blue	Blue	Blue	Yellow	Yellow	Yellow	Yellow	Yellow
					w.e.					
<b>CFR</b> ... port of destination	Green	Green	Green	Green	Green	Red	Red	Red	Red	Red
Note: for RO/RO and CONTAINERS use CPT instead of CFR	Blue	Blue	Blue	Blue	Blue	Yellow	Yellow	Yellow	Yellow	Yellow
						w.e.				
					set port of shipment	set port of destination				
<b>CIF</b> ... port of destination	Green	Green	Green	Green	Green	Red	Red	Red	Red	Red
Note: for RO/RO and CONTAINERS use CIP instead of CIF	Blue	Blue	Blue	Blue	Blue	Yellow	Yellow	Yellow	Yellow	Yellow
						w.e.				
					set port of shipment	set port of destination				
<b>CPT</b> ... place of destination	Green	Green	Green	Green	Green	Red	Red	Red	Red	Red
CPT for any mode of transport	Blue	Blue	Blue	Blue	Blue	Yellow	Yellow	Yellow	Yellow	Yellow
						w.e./n.i.				
					set point of delivery	set place of destination				
<b>CIP</b> ... place of destination	Green	Green	Green	Green	Green	Red	Red	Red	Red	Red
CIP for any mode of transport	Blue	Blue	Blue	Blue	Blue	Yellow	Yellow	Yellow	Yellow	Yellow
						w.e./n.i.				
					set point of delivery	set place of destination				
<b>DAP</b> ... place of destination	Green	Green	Green	Green	Green	Green	Red	Red	Red	Red
DAP for any mode of transport	Blue	Blue	Blue	Blue	Blue	Yellow	Yellow	Yellow	Yellow	Yellow
						w.e.				
<b>DAT</b> ... port or place of destination	Green	Green	Green	Green	Green	Green	Red	Red	Red	Red
DAT for any mode of transport	Blue	Blue	Blue	Blue	Blue	Blue	Yellow	Yellow	Yellow	Yellow
						w.e.				
<b>DDP</b> ... place of destination	Green	Green	Green	Green	Green	Green	Green	Red	Red	Red
DDP for any mode of transport	Blue	Blue	Blue	Blue	Blue	Blue	Blue	Yellow	Yellow	Yellow
								w.e./w.i.		

seller has to procure insurance

seller's risk

seller's cost  
n. / w.e. = no / with clearing the goods for export  
n. / w.i. = no / with clearing the goods for import

buyer's risk

buyer's cost

## Mode of Transport (accomplishment with equivalent means of transport) and the applicable Incoterms®-Rules 2010

Any mode of transport including multimodal transport	<b>EXW</b> Ex Works (...named place) <b>FCA</b> Free Carrier (... named place) <b>CPT</b> Carriage Paid To (...named place of destination) <b>CIP</b> Carriage and Insurance Paid to (... named place of destination)	<b>DAP</b> Delivered At Place (... named place of destination) <b>DAT</b> Delivered At Terminal (... named port or place of destination) <b>DDP</b> Delivered Duty Paid (... named place of destination)
sea and inland waterway transport	<b>FAS</b> Free Alongside Ship (...named port of shipment) <b>FOB</b> Free On Board (... named port of shipment) <b>CFR</b> Cost and Freight (... named port of destination) <b>CIF</b> Cost, Insurance and Freight (... named port of destination)	