



Incoterms® 2010 Clauses	Guidance / ... place of delivery	Transfer of risks from seller to buyer	Transfer of costs from seller to buyer	Contract of carriage	Export customs formalities	Import customs formalities	Transport insurance
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Rules for any mode of transport

EXW (ex works)	Ex Works/ ...named place of delivery (factory, warehouse etc.). Goods are placed at the disposal of the buyer.	Place of delivery	Place of delivery	Buyer	Buyer	Buyer	No obligation
FCA (free carrier)	Free Carrier/ ...named place of delivery. Delivery to the carrier nominated by the buyer. Buyer contracts for the carriage.	Place of delivery	Place of delivery	Buyer	Seller	Buyer	No obligation
CPT (carriage paid to)	Carriage Paid To/ ...named place of destination. Delivery to the carrier nominated by the buyer. Seller contracts for the carriage.	Place of delivery (Delivery to the nominated carrier)	Place of destination	Seller	Seller	Buyer	No obligation
CIP (carriage and insurance paid to)	Carriage and Insurance Paid to/ ...named Place of destination. Delivery to the carrier nominated by the seller. Seller contracts for carriage.	Place of delivery (Delivery to the nominated carrier)	Place of destination	Seller	Seller	Buyer	Seller. Minimum cover as provided by the Institute Cargo Clauses
DAT (delivered at terminal)	Delivered at Terminal/ ...at a named terminal at the place of delivery/destination. Unloaded from the arriving means of transport. Seller contracts for carriage.	Terminal/Port or place of destination (goods are unloaded)	Terminal/Port or place of destination (goods are unloaded)	Seller	Seller	Buyer	No obligation
DAP (delivered at place)	Delivered at Place/...named place of destination. Goods ready for unloading. Seller contracts for carriage.	Place of destination (goods ready for unloading)	Place of destination (goods ready for unloading)	Seller	Seller	Buyer	No obligation
DDP (delivered duty paid)	Delivered Duty Paid/ ...named place of destination. Goods ready for unloading. Seller contracts for carriage.	Place of destination (goods ready for unloading)	Place of destination (goods ready for unloading)	Seller	Seller	Seller	No obligation

Rules for ocean and inland waterway transport

FAS (free alongside ship)	Free Alongside Ship/ ...at the named port of shipment. Buyer contracts for carriage.	Port of shipment	Port of shipment	Buyer	Seller	Buyer	No obligation
FOB (free on board)	Free on Bord/ ...at the named port of shipment. Buyer contracts for carriage.	On board the vessel	On board the vessel	Buyer	Seller	Buyer	No obligation
CFR (cost and freight)	Cost and Freight/ ...named port of destination. Goods are delivered on board the vessel. Seller contracts for carriage.	On board the vessel	Port of destination	Seller	Seller	Buyer	No obligation
CIF (cost, insurance and freight)	Cost, Insurance and Freight/ ...named port of destination. Goods are delivered on board the vessel. Seller contracts for carriage.	On board the vessel	Port of destination	Seller	Seller	Buyer	Seller. Minimum cover as provided by the Institute Cargo Clauses