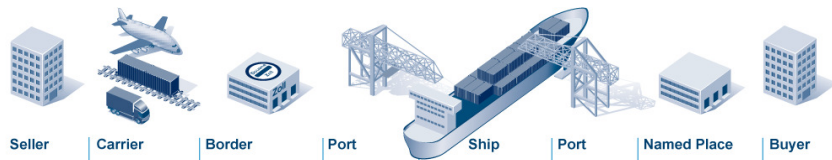


Incoterms 2010 - Seller/Buyer Risks, Costs and Obligations Transfer



EXW (EX WORKS)



FCA (FREE CARRIER)



CPT (CARRIAGE PAID TO)



CIP (CARRIAGE AND INSURANCE PAID TO)



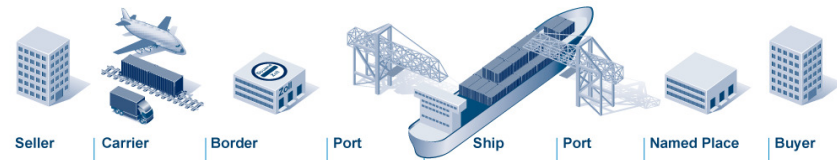
DAT (DELIVERED AT TERMINAL)

Seller delivers when the goods, once unloaded from the arriving means of transport, are placed at the disposal of the buyer at a named terminal at the named port or place of destination.



DAP (DELIVERED AT PLACE)

Seller delivers when the goods are placed at the disposal of the buyer on the arriving means of transport ready for unloading at the named place of destination.



DDP (DELIVERED DUTY PAID)



FAS (FREE ALONGSIDE SHIP)



FOB (FREE ON BOARD)



CFR (COST AND FREIGHT)



CIF (COST, INSURANCE AND FREIGHT)

- The risk is borne by the seller
- The costs are borne by the seller
- Transport insurance is the responsibility of the seller
- The risk is borne by the buyer
- The costs are borne by the buyer
- Clauses for sea and inland water transport