

# INCOTERMS 2010

Distribution of risk and costs between **the seller** and **the buyer** in international trade

## All Forms of Transport

<b>EXW</b>	<b>Ab fabrik</b> Ex Works Ab Werk A l'usine		<p>Delivery and transfer of risk take place when the seller places the goods at the disposal of the buyer at the seller's premises or another named place (e.g. factory, warehouse, etc.) not loaded on the collecting vehicle.</p> <p>The costs transfer at the time of delivery. The buyer is required to clear the goods for export.</p>
<b>FCA</b>	<b>Frit fragtfører</b> Free Carrier Frei Frachtführer Franco transporteur		<p>If the named place is the seller's premises, delivery and transfer of risk take place when the goods have been loaded on the mode of transport provided by the carrier nominated by the buyer. If the named place is outside the seller's premises, delivery and transfer of risk take place when the goods are placed at the disposal of the carrier nominated by the buyer not unloaded from the seller's mode of transport.</p> <p>The costs transfer at the time of delivery. The buyer is required to clear the goods for export.</p>
<b>CPT</b> <b>CIP</b>	<b>Fragt betalt til</b> Carriage Paid to Frachtfrei Port payé jusqu'à  <b>Fragt og forsikring betalt til</b> Carriage and Insurance Paid to Frachtfrei Versichert Port payé, assurance comprise, jusqu'à		<p>Delivery and transfer of risk take place when the goods are handed over to the first transporter.</p> <p>The seller must pay the costs and freight fees necessary to ensure the goods arrive at the stated destination, including unloading costs, if they are the responsibility of the seller in accordance with the transport agreement. The seller must undertake any necessary export declarations. If the CIP clause is enacted, the seller must take out transport insurance at his own cost to cover the buyer's risk.</p>
<b>DAT</b>	<b>Leveret i terminal</b> Delivered at terminal Geliefert Terminal Rendu au terminal		<p>Delivery and transfer of risk take place when the seller makes the goods available to the buyer, unloaded from the delivering mode of transport in a terminal, port or other destination.</p> <p>The costs are transferred from time of delivery. The seller must undertake any necessary export declarations.</p>
<b>DAP</b>	<b>Leveret angivet plads</b> Delivered at place Geliefert benannter Ort Rendu au lieu de destination		<p>Delivery and transfer of risk take place when the seller makes the goods available to the buyer on the mode of transport arriving at the destination.</p> <p>The costs are transferred from time of delivery. The seller must undertake any necessary export declarations.</p>
<b>DDP</b>	<b>Leveret told betalt</b> Delivered Duty Paid Geliefert verzollt Rendu droits acquittés		<p>Delivery and transfer of risk take place when the goods are made available to the buyer at the stated place at the destination without being unloaded from the arriving mode of transport.</p> <p>The costs are transferred from time of delivery. The seller is responsible for export and import declarations.</p>

## Sea Transport Only

<b>FAS</b>	<b>Frit ved skibsside</b> Free alongside Ship Frei längsseits Seeschiff Franco le long du navire		<p>This term is only used for seartransport. Delivery and transfer of risk take place when the goods are placed alongside the vessel at the named port of shipment.</p> <p>The costs transfer at the time of delivery. The seller is required to clear the goods for export.</p>
<b>FOB</b>	<b>Frit ombord</b> Free on Board Frei an Bord Franco bord		<p>This term is only used for sea transport. Delivery and transfer of risk take place when the goods have arrived on board the ship assigned by the buyer in the named port of shipment.</p> <p>The costs are transferred at the time of delivery. The seller must undertake any necessary export declarations.</p>
<b>CFR</b> <b>CIF</b>	<b>Omkostninger og fragt</b> Cost and Freight Kosten und Fracht Coût et fret  <b>Omkostninger, forsikring og fragt</b> Cost Insurance and Freight Kosten, Versicherung und Fracht Coût, assurance et fret		<p>This term is only used for sea transport. Delivery and transfer of risk take place when the goods have arrived onboard ship at the named port of shipment. The seller must pay the costs and freight fees necessary to ensure the goods arrive at the stated port of destination, including unloading costs, if they are the responsibility of the seller in accordance with the transport agreement. The seller must undertake any necessary export declarations. If the CIF clause is enacted, the seller must take out transport insurance at his own cost to cover the buyer's risk.</p>

Seller

Buyer

Each of the terms should be supplied with a place name, e.g. port of shipment (FOB) and port of destination (CIF).

Incoterms 2010 are the rules of the International Chamber of Commerce on the interpretation of trade terms. This Poster illustrates the distribution of risk and costs between seller and buyer in relation to Incoterms 2010.



**HECKSHER**  
SERVICES TO SHIPPING SINCE 1797