

# INTERNATIONAL COMMERCIAL TERMS

# 2010



Seller/ Exporter	Export Formalities and Fees	Pre-Carriage	Delivery at named place Seller's Side	Loading Alongside Vessel	Onboard Ship or Vessel	Transport by Air, Rail or Ocean	Onboard Ship or Vessel	Discharge at Port of Arrival	Delivery at Terminal Buyer's Side	Onward Carriage	Import Formalities and Duties	Buyer/ Importer
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## Group E — DEPARTURE — The seller makes the goods available at the named place

<b>EXW</b> EX Works (...named place of delivery)	<b>Carriage</b>	Carriage of the goods from the "named place of delivery" is arranged by the BUYER
	<b>Risks</b>	Risk transfers from SELLER to BUYER when the goods are made available to BUYER at SELLER's "named place of delivery"
	<b>Costs</b>	Costs transfer from SELLER to BUYER when the goods are made available to BUYER at SELLER's "named place of delivery"

## Group F — MAIN CARRIAGE UNPAID — The seller/exporter is only responsible to deliver the goods to a carrier named by the buyer

<b>FCA</b> Free Carrier (...named place of delivery)	<b>Carriage</b>	Pre-carriage, if any, is arranged by the SELLER	Main Carriage is arranged by the BUYER or by the SELLER on behalf of the BUYER
	<b>Risks</b>	Risk transfers from the SELLER	to the BUYER when the goods have been delivered to the CARRIER at the "named place of delivery"
	<b>Costs</b>	Costs transfer from the SELLER	to the BUYER when the goods have been delivered to the CARRIER at the "named place of delivery"
<b>FAS</b> Free Alongside Ship (...named port of shipment)	<b>Carriage</b>	Pre-carriage is arranged by the SELLER	Main carriage of the goods is arranged by the BUYER
	<b>Risks</b>	Risk transfers from the SELLER	to the BUYER when the goods have been placed alongside the ship at the "named port of shipment"
	<b>Costs</b>	Costs transfer from the SELLER	to the BUYER when the goods have been placed alongside the ship at the "named port of shipment"
<b>FOB</b> Free On Board (...named port of shipment)	<b>Carriage</b>	Pre-carriage is arranged by the SELLER	Main carriage of the goods is arranged by the BUYER
	<b>Risks</b>	Risk transfers from the SELLER to the BUYER	when the goods are loaded onboard the vessel at the "named port of shipment"
	<b>Costs</b>	Costs transfer from the SELLER to the BUYER	when the goods are loaded onboard the vessel at the "named port of shipment"

## Group C — MAIN CARRIAGE PAID — The seller contracts and pays for carriage, but is not responsible for costs or risks once the goods have been shipped

<b>CFR</b> Cost and Freight (...named port of destination)	<b>Carriage</b>	Carriage of the goods to the "named port of destination" is arranged by the SELLER	Onward carriage is arranged by the BUYER
	<b>Risks</b>	Risk transfers from the SELLER to the BUYER when the goods are loaded	onboard the vessel at the "named port of shipment" (not destination)
	<b>Costs</b>	Costs transfer from the SELLER to the BUYER	upon delivery at the "named port of destination"
<b>CIF</b> Cost, Insurance and Freight (...named port of destination)	<b>Carriage</b>	Carriage of the goods and Insurance to the "named port of destination" is arranged by the SELLER	Onward carriage is arranged by the BUYER
	<b>Risks</b>	Risk transfers from the SELLER to the BUYER when the goods are loaded	onboard the vessel at the "named port of shipment" (not destination)
	<b>Costs</b>	Costs transfer from the SELLER to the BUYER	upon delivery at the "named port of destination"
<b>CPT</b> Carriage Paid To (...named place of destination)	<b>Carriage</b>	Carriage of the goods to the "named place of destination" is arranged by the SELLER	
	<b>Risks</b>	Risk transfers from the SELLER	to the BUYER when the goods have been delivered to the (first) CARRIER
	<b>Costs</b>	Costs transfer from the SELLER to the BUYER at the "named place of destination"	
<b>CIP</b> Carriage and Insurance Paid to (...named place of destination)	<b>Carriage</b>	Carriage of the goods and Insurance to the "named place of destination" is arranged by the SELLER	
	<b>Risks</b>	Risk transfers from the SELLER	to the BUYER when the goods have been delivered to the (first) CARRIER
	<b>Costs</b>	Costs transfer from the SELLER to the BUYER at the "named place of destination"	

## Group D — ARRIVAL — The seller is responsible for all costs associated with bringing goods to the "named place or port"

<b>DAT</b> Delivered At Terminal (...named terminal at port or place of destination)	<b>Carriage</b>	Carriage of the goods to the "named terminal at port or place of destination," unloaded, is arranged by the SELLER	
	<b>Risks</b>	Risk transfers from the SELLER to the BUYER when the goods are made available to the BUYER at the "named terminal at port or place of destination"	
	<b>Costs</b>	Costs transfer from the SELLER to the BUYER when the goods are made available to the BUYER at the "named terminal at port or place of destination"	
<b>DAP</b> Delivered At Place (...named place of destination)	<b>Carriage</b>	Carriage of the goods to the named place of destination	ready for unloading is arranged by the SELLER
	<b>Risks</b>	Risk transfers from the SELLER to the BUYER when the goods are made available	ready for unloading at the "named place of destination"
	<b>Costs</b>	Costs transfers from the SELLER to the BUYER when the goods are made available	ready for unloading at the "named place of destination"
<b>DDP</b> Delivered Duty Paid (...named place of destination)	<b>Carriage</b>	Carriage of the goods to the named place of destination ready for unloading	is arranged by the SELLER
	<b>Risks</b>	Risk transfers from the SELLER to the BUYER when the goods are made available ready for unloading	at the "named place of destination"
	<b>Costs</b>	Costs transfer from the SELLER to the BUYER when the goods are made available ready for unloading cleared for import	at the "named place of destination"

### Notes on INCOTERMS® 2010

- Incoterms® 2010 are internationally accepted standard definitions of trade terms (INTERNATIONAL COMMERCIAL TERMS). Incoterms® were developed by the ICC (International Chamber of Commerce), Paris France in 1936, and have been regularly revised to reflect changes in transportation and documentation. The current version is Incoterms® 2010. ([www.iccwbo.org](http://www.iccwbo.org))
- Incoterms® 2010 are not implied into contracts. Buyers and Sellers must specify in their contract that it is subject to Incoterms® 2010.
- Incoterms® 2010 **DO** a) apply to the sale of goods, b) specify each party's obligations regarding carriage, risks and costs, and c) establish basic terms of transport and delivery.
- Incoterms® 2010 **DO NOT** a) apply to contracts for services, b) define contractual rights other than for delivery, c) specify details of the transfer, transport and delivery of goods, d) determine how title to goods will transfer, e) protect seller or buyer from risk of loss, f) cover the goods before or after delivery, or g) define remedies for breach of contract.
- "Delivery" in Incoterms® 2010 rules is used to "indicate where the risk of loss or damage to the goods passes from the seller to the buyer."
- "Pre-Carriage" indicates the movement of goods prior to the main transport of the shipment.
- "Onward Carriage" indicates the movement of goods after the main transport of the shipment.
- This guide is for easy reference only. For a comprehensive guide to Incoterms® 2010 refer to the "Dictionary of International Trade, 9th Edition," also by World Trade Press.