



INCOTERMS 2010



Incoterms rules is an internationally recognized standard for international and domestic contracts for the sale of goods, published by the International Chamber of Commerce. This illustration shows risk and cost distribution between seller and buyer in accordance with Incoterms 2010.



EXW EX WORKS



FCA FREE CARRIER



FAS FREE ALONGSIDE SHIP



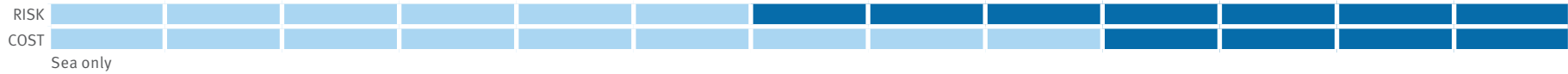
FOB FREE ON BOARD



CFR COST & FREIGHT



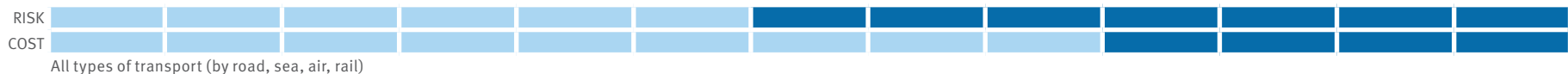
CIF COST, INSURANCE & FREIGHT



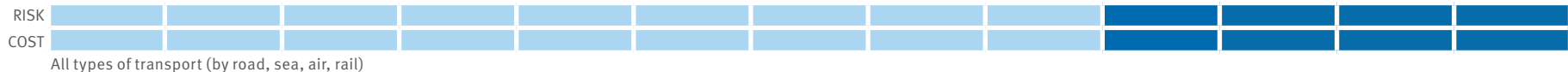
CPT CARRIAGE PAID TO



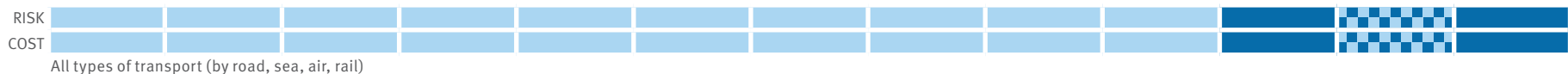
CIP CARRIAGE, INSURANCE PAID



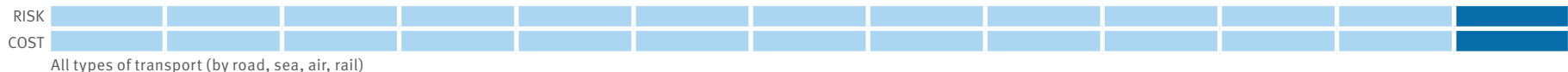
DAT DELIVERED AT TERMINAL



DAP DELIVERED AT PLACE



DDP DELIVERED DUTY PAID



Please note: Above are guidelines only and can not be used as a full and complete illustration of the cost and risk distribution between **seller** and **buyer** when using incoterms. Incoterms should always be followed by a named place of delivery. Compulsory cargo insurance is part of CIF and CIP clauses only.