



Transporting all types of goods for over 40 years.

Incoterms 2010

	Seller	Carrier	Border	Port	Ship	Port	Named Place	Buyer
EXW (EX WORKS)	Dark Blue	Light Blue	Light Blue	Light Blue	Light Blue	Light Blue	Light Blue	Light Blue
FCA (FREE CARRIER)	Dark Blue	Dark Blue	Light Blue	Light Blue	Light Blue	Light Blue	Light Blue	Light Blue
CPT (CARRIAGE PAID TO)	Dark Blue	Dark Blue	Light Blue	Light Blue	Light Blue	Light Blue	Light Blue	Light Blue
CIP (CARRIAGE AND INSURANCE PAID TO)	Dark Blue	Dark Blue	Light Blue	Light Blue	Light Blue	Light Blue	Light Blue	Light Blue
		OBLIGATION						
DAT (DELIVERED AT TERMINAL)	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Light Blue	Light Blue
DAP (DELIVERED AT PLACE)	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Light Blue	Light Blue
DDP (DELIVERED DUTY PAID)	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Dark Blue	Dark Blue
	WITH IMPORT CLEARANCE							

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



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	Seller	Seller	Carrier	Border	Port	Ship	Port	Named Place	Buyer	
FAS (FREE ALONGSIDE SHIP)	Blue	Blue	Blue	Blue	Light Blue	Light Blue	Light Blue	Light Blue	Light Blue	
FOB (FREE ON BOARD)	Blue	Blue	Blue	Blue	Blue	Light Blue	Light Blue	Light Blue	Light Blue	
CFR (COST AND FREIGHT)	Blue	Blue	Blue	Blue	Blue	Blue	Light Blue	Light Blue	Light Blue	
CIF (COST, INSURANCE AND FREIGHT)	Blue	Blue	Blue	Blue	Blue	Blue	Light Blue	Light Blue	Light Blue	
		RECOMMENDED						RECOMMENDED		



The risk is borne by the seller



The risk is borne by the buyer



The costs are borne by the seller



The costs are borne by the buyer



Transport insurance is the responsibility of the seller



Clauses for sea and inland water transport