

Supply Chain Solutions • Time-Definite Services • 24 Hours/365 Days

WORLD TRADE PRESS  
**ILLUSTRATED GUIDE TO  
 INCOTERMS®  
 2010 RULES\***



| Seller/ Exporter Not Loaded | Export Formalities and Fees | Pre-Carriage Not Unloaded | Delivery at Named Place Unloaded | Ready for Loading Alongside Ship or Vessel | Loaded On Board Ship | Main Carriage by Air, Road, Rail, or Ocean | On Board Ship or Vessel | Discharge at Port of Arrival | Delivery at Terminal Unloaded | Onward Carriage Not Unloaded | Import Formalities and Duties | Buyer/ Importer Unloaded |
|-----------------------------|-----------------------------|---------------------------|----------------------------------|--|----------------------|--|-------------------------|------------------------------|-------------------------------|------------------------------|-------------------------------|--------------------------|
|-----------------------------|-----------------------------|---------------------------|----------------------------------|--|----------------------|--|-------------------------|------------------------------|-------------------------------|------------------------------|-------------------------------|--------------------------|

**Rules for Shipment by Air, Road, Rail, Sea, or Multimodal**

|  |          |  |   |
|--|----------|--|---|
| <b>EXW</b><br>EX Works<br>(...named place of delivery)                                     | Carriage | Loading and carriage of the goods from the "named place of delivery" are arranged by the BUYER   |   |
|  | Risks    | Risk transfers from SELLER to BUYER when the goods are made available to BUYER at SELLER's "named place of delivery," not loaded                             |   |
|  | Costs    | Costs transfer from SELLER to BUYER when the goods are made available to BUYER at SELLER's "named place of delivery," not loaded                             |   |
| <b>FCA</b><br>Free CARRIER<br>(...named place of delivery)                                 | Carriage | Carriage   | is arranged by the BUYER or by the SELLER on behalf of the BUYER  |
|  | Risks    | Risk transfers   | from the SELLER to the BUYER when the goods have been delivered to the CARRIER at the "named place of delivery" |
|  | Costs    | Costs transfer   | from the SELLER to the BUYER when the goods have been delivered to the CARRIER at the "named place of delivery" |
| <b>CPT</b><br>Carriage Paid To<br>(...named place of destination)                          | Carriage | Carriage of the goods to the "named place of destination" is arranged by the SELLER  |   |
|  | Risks    | Risk transfers from the SELLER   | to the BUYER when the goods have been delivered to the (first) CARRIER  |
|  | Costs    | Costs transfer from the SELLER to the BUYER at the "named place of destination"  |   |
| <b>CIP</b><br>Carriage and Insurance Paid to<br>(...named place of destination)            | Carriage | Carriage of the goods and insurance to the "named place of destination" are arranged by the SELLER   |   |
|  | Risks    | Risk transfers from the SELLER   | to the BUYER when the goods have been delivered to the (first) CARRIER  |
|  | Costs    | Costs transfer from the SELLER to the BUYER at the "named place of destination"  |   |
| <b>DAT</b><br>Delivered At Terminal<br>(...named terminal at port or place of destination) | Carriage | Carriage of the goods to the "named terminal at port or place of destination," unloaded, is arranged by the SELLER   |   |
|  | Risks    | 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," unloaded   |
|  | Costs    | 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," unloaded |   |
| <b>DAP</b><br>Delivered At Place<br>(...named place of destination)                        | Carriage | Carriage of the goods to the "named place of destination," ready for unloading, is arranged by the SELLER  |   |
|  | Risks    | Risk transfers from the SELLER to the BUYER when the goods are made available, ready for unloading at the "named place of destination"                       |   |
|  | Costs    | Costs transfer from the SELLER to the BUYER when the goods are made available, ready for unloading at the "named place of destination"                       |   |
| <b>DDP</b><br>Delivered Duty Paid<br>(...named place of destination)                       | Carriage | Carriage of the goods to the "named place of destination," ready for unloading, is arranged by the SELLER  |   |
|  | Risks    | Risk transfers from the SELLER to the BUYER when the goods are made available ready for unloading at the "named place of destination"                        |   |
|  | Costs    | 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"   |   |

**Rules for Shipment by Sea and Inland Waterway Only**

|   |          |  |   |
|---|----------|--|---|
| <b>FAS</b><br>Free Alongside Ship<br>(...named port of shipment)            | Carriage | Pre-carriage of the goods is arranged by the SELLER  | Main carriage of the goods is arranged by the BUYER   |
|   | Risks    | Risk transfers from the SELLER   | to the BUYER when the goods have been placed alongside the ship at the "named port of shipment" |
|   | Costs    | 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><br>Free On Board<br>(...named port of shipment)                  | Carriage | Pre-carriage of the goods is arranged by the SELLER  | Main carriage of the goods is arranged by the BUYER   |
|   | Risks    | Risk transfers from the SELLER to the BUYER  | when the goods are loaded on board the ship at the "named port of shipment"                     |
|   | Costs    | Costs transfer from the SELLER to the BUYER  | when the goods are loaded on board the ship at the "named port of shipment"                     |
| <b>CFR</b><br>Cost and Freight<br>(...named port of destination)            | Carriage | Carriage of the goods to the "named port of destination" is arranged by the SELLER               | Onward carriage is arranged by the BUYER  |
|   | Risks    | Risk transfers from the SELLER to the BUYER when the goods are loaded                            | on board the ship at the "named port of shipment" (not destination)                             |
|   | Costs    | Costs transfer from the SELLER to the BUYER upon delivery of the goods,                          | not unloaded, at the "named port of destination"  |
| <b>CIF</b><br>Cost, Insurance and Freight<br>(...named port of destination) | Carriage | Carriage of the goods and insurance to the "named port of destination" is arranged by the SELLER | Onward carriage is arranged by the BUYER  |
|   | Risks    | Risk transfers from the SELLER to the BUYER when the goods are loaded                            | on board the ship at the "named port of shipment" (not destination)                             |
|   | Costs    | Costs transfer from the SELLER to the BUYER upon delivery of the goods,                          | not unloaded, at the "named port of destination"  |

**Notes on INCOTERMS® 2010 RULES** (Entry into force: January 1, 2011)

- Incoterms® 2010 rules 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).
- Incoterms® 2010 rules are not implied into contracts. Buyers and sellers must specify in their contract that it is subject to Incoterms® 2010.
- Incoterms® 2010 rules 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 rules 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 carriage of the shipment.
- "Onward Carriage" indicates the movement of goods after the main carriage 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.

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