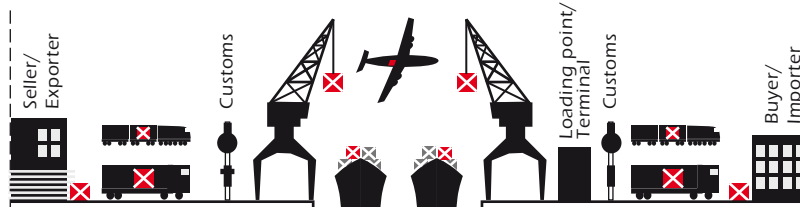


# INCOTERMS 2010



No responsibility is taken for the accuracy of this information! In case of doubt the original text of the Incoterms 2010 is applicable.

E-Terms: The exporter is not responsible for any costs whatsoever for the transport or handling of the goods.		
<b>EXW**</b>	<p><b>Documents</b></p> <p>Tr. risk</p> <p>Tr. costs</p>	<p><b>Ex Works (... named place of delivery)</b></p> <p>The transfer of risk to the importer is effective immediately after collection from the exporter's premises. The importer transports the goods entirely at his own expense.</p>
F-Terms: From the moment the goods are handed over to the freight carrier, the exporter relieves himself of his responsibility for the goods. The importer bears the costs of the main transport.		
<b>FCA**</b>	<p><b>Documents</b></p> <p>Transfer of risk</p> <p>Transfer costs</p>	<p><b>Free Carrier (... named place of delivery)</b></p> <p>The transfer of costs and risks is effective on handing over the goods to the first freight carrier or an agreed location. The importer bears the costs for the main transport.</p>
<b>FAS*</b>	<p><b>Documents</b></p> <p>Transfer of risk</p> <p>Transfer of costs</p>	<p><b>Free alongside ship (... named port of shipment)</b></p> <p>The exporter bears the costs to "alongside ship" and is responsible for export clearance. The transfer of risk to the importer is effective as of the goods being dropped off alongside ship. FCA (instead of FAS) is recommended for containerised goods.</p>
<b>FOB*</b>	<p><b>Documents</b></p> <p>Transfer of risk</p> <p>Transfer of costs</p>	<p><b>Free on Board (... named port of shipment)</b></p> <p>The exporter pays the costs up to the goods being set down on board the ship. From this moment onwards the importer bears all the costs and risks.</p>
C-Terms: The exporter bears the bulk of the transport costs.		
<b>CFR*</b>	<p><b>Documents</b></p> <p>Transfer of risk</p> <p>Transfer of costs</p>	<p><b>Cost and Freight (... named port of destination)</b></p> <p>The exporter bears all costs up to arrival at the port of destination. The transfer of risk to the importer is effective once the goods are on board the ship at the port of shipment.</p>
<b>CIF*</b>	<p><b>Documents</b></p> <p>Transfer of risk</p> <p>Transfer of costs</p>	<p><b>Cost, Insurance and Freight (... named port of destination)</b></p> <p>The same as CFR, however the exporter must in addition bear the costs for the transport insurance.</p>
<b>CPT**</b>	<p><b>Documents</b></p> <p>Transfer of risk</p> <p>Transfer of costs</p>	<p><b>Carriage paid to (... named place of destination)</b></p> <p>The exporter bears all transport costs for the goods to the place of destination, as well as the responsibility for export clearance. The transfer of risk to the importer is effective on handing over the goods to the first freight carrier.</p>
<b>CIP**</b>	<p><b>Documents</b></p> <p>Transfer of risk</p> <p>Transfer of costs</p>	<p><b>Carriage &amp; insurance paid to (... named place of destination)</b></p> <p>The same as CPT, however the exporter must in addition bear the costs for the transport insurance.</p>
D-Terms: The exporter is responsible for the costs and also for the risks up to the goods' place of destination.		
<b>DAT**</b>	<p><b>Documents</b></p> <p>Transfer of risk</p> <p>Transfer of costs</p>	<p><b>Delivered at Terminal (...named terminal at port or place of destination)</b></p> <p>The exporter bears the transport costs to the terminal at the port of destination/place of destination (goods unloaded). The importer bears the costs for import customs clearance and all import duties. The transfer of risk corresponds to the place of delivery. Replaces "DEO" of the Incoterms 2000.</p>
<b>DAP**</b>	<p><b>Documents</b></p> <p>Transfer of risk</p> <p>Transfer of costs</p>	<p><b>Delivered at Place (... named place of destination)</b></p> <p>The exporter pays for the transport costs to the place of destination (goods not unloaded). The import customs clearance and all import duties will be paid by the importer. The transfer of risk corresponds to the place of delivery. Replaces "DAF", "DES", and "DDU" of the Incoterms 2000.</p>
<b>DDP**</b>	<p><b>Documents</b></p> <p>Transfer of risk</p> <p>Transfer of costs</p>	<p><b>Delivered duty paid (... named place of destination)</b></p> <p>The exporter pays for the transport costs to the place of destination, the import customs clearance and all import duties. The transfer of risk corresponds to the place of delivery.</p>

\* "Blue terms" = Incoterms for ship transports  
The ICC strongly recommends that the "blue terms" should not be used for container transports and other liner traffic (i.e. whenever the goods are handed over to the carrier, before they are on board). Instead the corresponding multimodal terms should be implemented.

\*\* „Multimodal terms" = can be used for all transports – including domestic transports.