

# INCOTERMS: International Commercial Terms –

A reference guide of current transportation terminology.

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

<b>EXW</b> EX Works (...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> Free Carrier (...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> Carriage Paid To (...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> Carriage and Insurance Paid to (...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> Delivered At Terminal (...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> Delivered At Place (...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> Delivered Duty Paid (...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> Free Alongside Ship (...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> Free On Board (...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> Cost and Freight (...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> Cost, Insurance and Freight (...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 (**I**nternational **C**ommercial **T**ERMS). 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 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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