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.

		SELLER'S PLACE	LOADING AT SELLER	INITIAL TRANSPORT	EXPORT CUSTOMS CLEARANCE, DUTY PAID	RELOADING AT CARRIER'S TERMINAL	LOADING	CARGO INSURANCE	MAIN TRANSPORT	UNLOADING	RELOADING AT FREIGHT TERMINAL	IMPORT CUSTOMS CLEARANCE, DUTY & TAXES PAID	TRANSPORT TO DESTINATION	UNLOADING AT CONSIGNEE
EXW EX WORKS	RISK		■	■	■	■	■	■	■	■	■	■	■	■
	COST		■	■	■	■	■	■	■	■	■	■	■	■
		ALL TYPES OF TRANSPORT (BY ROAD, SEA, AIR, RAIL)												
FCA FREE CARRIER	RISK			▦		■	■	■	■	■	■	■	■	■
	COST			▦		■	■	■	■	■	■	■	■	■
		ALL TYPES OF TRANSPORT (BY ROAD, SEA, AIR, RAIL)												
FAS FREE ALONGSIDE SHIP	RISK						■	■	■	■	■	■	■	■
	COST						■	■	■	■	■	■	■	■
		SEA ONLY												
FOB FREE ON BOARD	RISK							■	■	■	■	■	■	■
	COST							■	■	■	■	■	■	■
		SEA ONLY												
CFR COST & FREIGHT	RISK							■	■	■	■	■	■	■
	COST							■			■	■	■	■
		SEA ONLY												
CIF COST, INSURANCE & FREIGHT	RISK							■	■	■	■	■	■	■
	COST										■	■	■	■
		SEA ONLY												
CPT CARRIAGE PAID TO	RISK							■	■	■	■	■	■	■
	COST							■			■	■	■	■
		ALL TYPES OF TRANSPORT (BY ROAD, SEA, AIR, RAIL)												
CIP CARRIAGE, INSURANCE PAID	RISK							■	■	■	■	■	■	■
	COST										■	■	■	■
		ALL TYPES OF TRANSPORT (BY ROAD, SEA, AIR, RAIL)												
DAT DELIVERED AT TERMINAL	RISK										■	■	■	■
	COST										■	■	■	■
		ALL TYPES OF TRANSPORT (BY ROAD, SEA, AIR, RAIL)												
DAP DELIVERED AT PLACE	RISK											■	▦	■
	COST											■	▦	■
		ALL TYPES OF TRANSPORT (BY ROAD, SEA, AIR, RAIL)												
DDP DELIVERED DUTY PAID	RISK													■
	COST													■
		ALL TYPES OF TRANSPORT (BY ROAD, SEA, AIR, RAIL)												

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.

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