

### RULES FOR ANY MODE OF TRANSPORT

**EXW** Ex Works  
(... named place of delivery)



The seller minimises its risk by only making the goods available at its own premises.

**FCA** Free Carrier  
(... named place of delivery)



Unless otherwise agreed, the seller arranges and pays for any pre-carriage up to the point of delivery.

**CPT** Carriage Paid to  
(... named place of destination)



Seller contracts for main carriage up to named place/point of destination.

**CIP** Carriage & Insurance Paid to  
(... named place of destination)



In addition to the obligations under CPT, the seller also contracts for insurance up to the named place/point of destination.

**DAT** Delivered at Terminal  
(... named terminal at port or place of destination)



Seller undertakes to place the goods at the disposal of the buyer unloaded from the arriving means of transport at the agreed place/point of destination.

**DAP** Delivered at Place  
(... named place of destination)



Seller undertakes to place the goods at the disposal of the buyer ready for unloading by the buyer at the agreed place/point of destination.

**DDP** Delivery Duty Paid  
(... named place of destination)



Seller undertakes to place the goods at the disposal of the buyer ready for unloading by the buyer at the agreed place/point of destination and to clear the goods for import and pay duty and other official charges (unless otherwise agreed).

### RULES FOR SEA AND INLAND WATERWAY TRANSPORT

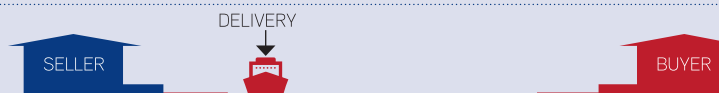
#### MAIN CARRIAGE NOT PAID BY SELLER

**FAS** Free Alongside Ship  
(... named port of shipment)



Seller undertakes to place the goods alongside the ship nominated by the buyer.

**FOB** Free on Board  
(... named port of shipment)



Seller undertakes to place the goods on board the ship nominated by the buyer.

#### MAIN CARRIAGE PAID BY SELLER

**CFR** Cost and Freight  
(... named port of shipment)



Seller arranges and pays for contract of carriage to the named port of destination.

**CIF** Cost, Insurance and Freight  
(... named port of shipment)



In addition to obligations under CFR, the seller also contracts for insurance up to the named port of destination.

Delivery point signifies transfer of risk and cost. In CPT, CIP, CFR and CIF rules, the seller also has to pay for the contract of carriage and, in CIP and CIF, contract of insurance as well.

**NOTE:** This chart is not intended to be used alone, and should always be used in conjunction with the Incoterms 2010 rule book or the ICC Guide to Incoterms 2010. The nature of the contract between the two parties (the buyer and the seller) in accordance with Incoterm rules, establishes responsibility and obligations of each party in respect of transportation and when the insured risk in the cargo passes from one party to the other. Shippers and consignees are reminded to ensure that marine cargo insurance, appropriate to the cargo and transportation, is effectively in place at all times. Marine cargo insurance is optionally available at competitive premiums on request via Braid.