



# Incoterms - 2010

Incoterms are international trade terms formulated by the International Chamber of Commerce (ICC)

Incoterms 2010 has reduced the number of Terms from 13 to 11 – (DAT replaces DEQ,) and (DAP replaces DAF, DES, DDU,)

TERMS	EXW	FCA	CPT	CIP	DAT	DAP	DDP	FAS	FOB	CFR	CIF
	RULES FOR ANY MODE OR MODES OF TRANSPORT							RULES FOR SEA AND INLAND WATERWAYS TRANSPORT			
Commercial Documents - Invoice	S	S	S	S	S	S	S	S	S	S	S
Notice to Buyer	S	S	S	S	S	S	S	S	S	S	S
Checking, Packing and Marking	S	S	S	S	S	S	S	S	S	S	S
Loading onto collecting Vehicle	B	S	S	S	S	S	S	S	S	S	S
Inland Cartage (Seller's Country)	B	S	S	S	S	S	S	S	S	S	S
Export Clearance Formalities	B	S	S	S	S	S	S	S	S	S	S
Loading Charges (wharf/airport)	B	S	S	S	S	S	S	* S / B	S	S	S
Contract of Carriage (Freight)	B	B	S	S	S	S	S	B	B	S	S
Contract of Insurance	B	B	B	S	S	S	S	B	B	B	S
Unloading Charges (wharf/airport)	B	B	B	B	S	* S / B	S	B	B	B	B
RISK Transfer	named works	named place	named place	named destination place	named destination place	named destination place	named destination place	Alongside ship departure	loaded on board	named destination port	named destination port
Import Clearance	B	B	B	B	B	B	S	B	B	B	B
Import Duties and Taxes	B	B	B	B	B	B	S	B	B	B	B
Inland Cartage (Buyer's Country)	B	B	B	B	* S / B	* S / B	S	B	B	B	B

\* S / B = Depends on the point within the agreed place of destination

B = BUYER

S = SELLER

<b>EXW</b>	Ex Works ( ... named place )	<b>DAP</b>	Delivered at Place ( ... named place of destination )
<b>FCA</b>	Free Carrier ( ... named place of delivery )	<b>DDP</b>	Delivered Duty Paid ( ... named place of destination )
<b>CPT</b>	Carriage Paid To ( ... named place of destination )	<b>FAS</b>	Free Alongside Ship ( ... named port of shipment )
<b>CIP</b>	Carriage and Insurance Paid To ( ... named place of destination )	<b>FOB</b>	Free On Board ( ... named port of shipment )
<b>DAT</b>	Delivered At Terminal ( ... named terminal at port or place of destination )	<b>CFR</b>	Cost and Freight ( ... named port of destination )
		<b>CIF</b>	Cost, Insurance and Freight ( ... named port of destination )

**DAT** **Delivered At Terminal** – the seller is responsible to deliver the goods to the agreed terminal at the named port or place of destination. "Terminal" is defined as any place covered or not like a quay, warehouse, container yard or road, rail or air cargo terminal (agreed terminal), the goods are considered delivered once unloaded from the arriving means of transport. The seller has no obligation to clear the goods for import, pay any import duty or carry out any import customs formalities. Where applicable, the seller is required to clear the goods for export. This term is limited to delivery at a terminal, should either party require the goods at a place beyond a terminal the terms DAP or DDP should be considered.

**DAP** **Delivered At Place** – the seller is responsible to deliver the goods to the named destination place (agreed place), at the disposal of the buyer on the arriving means of transport ready for unloading. However, the seller has no obligation to clear the goods for import, pay any import duty or carry out any import customs formalities. Risk in transit transfers to the buyer, when the goods reach the named destination place (agreed place), ready for unloading from the arriving vehicle. The buyer is responsible for the unloading costs. Where applicable, the seller is required to clear the goods for export.

*This document should be treated as a general guide only.* For a full interpretation and further information regarding Incoterms please refer to the International Chamber of Commerce (ICC) website at [www.iccbooks.com](http://www.iccbooks.com)

