



Incoterms 2010®

Visual Key for Incoterms 2010®

- EXW** Ex Works
- FCA** Free Carrier
- FAS*** Free alongside ship
- FOB*** Free on Board
- CFR*** Cost and Freight
- CIF*** Cost Insurance and Freight
- CPT** Carriage paid to
- CIP** Carriage and Insurance paid to
- DAP** Delivered at place
- DAT** Delivered at terminal
- DDP** Delivered duty paid

*Only applicable for sea and inland waterway transport

- ➡ seller's risk ➡ buyer's risk
- ➡ seller's cost ➡ buyer's cost

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The complete text of the Incoterms® can be taken from:
www.icc-deutschland.de