

# Incoterms® 2010

The Incoterms® rules (<https://2go.iccwbo.org/explore-our-products/books/incoterms.html>) have become an essential part of the daily language of trade. They are incorporated in contracts for the delivery of goods worldwide and provide guidance to importers, exporters, lawyers, transporters, insurers and students of international trade.

Below are short descriptions of the 11 rules from the *Incoterms® 2010* ([https://2go.iccwbo.org/incotermsr-2010-bilingual-english-french-config+book\\_version-Book/](https://2go.iccwbo.org/incotermsr-2010-bilingual-english-french-config+book_version-Book/)) edition, which is the most current edition of the trade terms.

This information should be read in the context of the full official text of the rules, which can be obtained from **ICC Knowledge 2 Go** (<https://2go.iccwbo.org/explore-our-products/books/incoterms.html>). These extracts may be reproduced, provided that the source is cited and a link to the **ICC e-commerce platform** (<https://2go.iccwbo.org/explore-our-products/books/incoterms.html>) is mentioned. For more information, please visit our **Incoterms® rules copyright and trademarks** (<https://iccwbo.org/resources-for-business/incoterms-rules/incoterms-rules-copyright/>) page.

Learn more about *Incoterms® 2020* (<https://iccwbo.org/resources-for-business/incoterms-rules/incoterms-2020/>)

## RULES FOR ANY MODE OR MODES OF TRANSPORT

- **EXW – Ex Works**

“Ex Works” means that the seller delivers when it places the goods at the disposal of the buyer at the seller’s premises or at another named place (i.e., works, factory, warehouse, etc.). The seller does not need to load the goods on any collecting vehicle, nor does it need to clear the goods for export,

where such clearance is applicable.

- **FCA – Free Carrier**

“Free Carrier” means that the seller delivers the goods to the carrier or another person nominated by the buyer at the seller’s premises or another named place. The parties are well advised to specify as clearly as possible the point within the named place of delivery, as the risk passes to the buyer at that point.

- **CPT – Carriage Paid to**

“Carriage Paid To” means that the seller delivers the goods to the carrier or another person nominated by the seller at an agreed place (if any such place is agreed between parties) and that the seller must contract for and pay the costs of carriage necessary to bring the goods to the named place of destination.

- **CIP – Carriage and Insurance Paid to**

“Carriage and Insurance Paid to” means that the seller delivers the goods to the carrier or another person nominated by the seller at an agreed place (if any such place is agreed between parties) and that the seller must contract for and pay the costs of carriage necessary to bring the goods to the named place of destination. The seller also contracts for insurance cover against the buyer’s risk of loss of or damage to the goods during the carriage. The buyer should note that under CIP the seller is required to obtain insurance only on minimum cover. Should the buyer wish to have more insurance protection, it will need either to agree as much expressly with the seller or to make its own extra insurance arrangements.

- **DAT – Delivered at Terminal**

“Delivered at Terminal” means that the seller delivers when the goods, once unloaded from the arriving means of transport, are placed at the disposal of the buyer at a named terminal at the named port or place of destination. “Terminal” includes a place, whether covered or not, such as a quay, warehouse, container yard or road, rail or air cargo terminal. The seller bears all risks involved in bringing the goods to and unloading them at the terminal at the named port or place of destination.

- **DAP – Delivered at Place**

“Delivered at Place” means that the seller delivers when the goods are placed at the disposal of the buyer on the arriving means of transport ready for unloading at the named place of destination. The seller bears all risks involved in bringing the goods to the named place.

- **DDP – Delivered Duty Paid**

“Delivered Duty Paid” means that the seller delivers the goods when the goods are placed at the disposal of the buyer, cleared for import on the arriving means of transport ready for unloading at the named place of destination. The seller bears all the costs and risks involved in bringing the goods to the place of destination and has an obligation to clear the goods not only for export but also for import, to pay any duty for both export and import and to carry out all customs formalities.

# RULES FOR SEA AND INLAND WATERWAY TRANSPORT

- **FAS – Free Alongside Ship**

“Free Alongside Ship” means that the seller delivers when the goods are placed alongside the vessel (e.g., on a quay or a barge) nominated by the buyer at the named port of shipment. The risk of loss of or damage to the goods passes when the goods are alongside the ship, and the buyer bears all costs from that moment onwards.

- **FOB – Free On Board**

“Free On Board” means that the seller delivers the goods on board the vessel nominated by the buyer at the named port of shipment or procures the goods already so delivered. The risk of loss of or damage to the goods passes when the goods are on board the vessel, and the buyer bears all costs from that moment onwards.

- **CFR – Cost and Freight**

“Cost and Freight” means that the seller delivers the goods on board the vessel or procures the goods already so delivered. The risk of loss of or damage to the goods passes when the goods are on board the vessel. The seller must contract for and pay the costs and freight necessary to bring the goods to the named port of destination.

- **CIF – Cost, Insurance and Freight**

“Cost, Insurance and Freight” means that the seller delivers the goods on board the vessel or procures the goods already so delivered. The risk of loss of or damage to the goods passes when the goods are on board the vessel. The seller must contract for and pay the costs and freight necessary to bring the goods to the named port of destination. The seller also contracts for insurance cover against the buyer’s risk of loss of or damage to the goods during the carriage. The buyer should note that under CIF the seller is required to obtain insurance only on minimum cover. Should the buyer wish to have more insurance protection, it will need either to agree as much expressly with the seller or to make its own extra insurance arrangements.

## Related free documents



(<https://iccwbo.org/publication/incoterms-rules-2010/>)

### The Incoterms® rules 2010

(<https://iccwbo.org/publication/incoterms-rules-2010/>)

The Incoterms® rules have become an essential part of the daily language of trade. They have been incorporated in contracts for the sale of goods worldwide and provide rules and guidance to importers, exporters, lawyers, transporters, insurers and students of international trade. Here are main features of the Incoterms® 2010 rules.

(<https://iccwbo.org/publication/incoterms-rules-2010/>)



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**Free Incoterms® 2020 introduction**  
 (<https://iccwbo.org/publication/incoterms-2020-introduction/>)

How best to choose the right Incoterms® rule for the particular sale contract; and sets out the central changes between Incoterms® 2010 and Incoterms® 2020? (<https://iccwbo.org/publication/incoterms-2020-introduction/>)

(<https://iccwbo.org/publication/incoterms-2020-introduction/>)



**Incoterms® 2020 practical free wallchart**  
 (<https://iccwbo.org/publication/incoterms-2020-practical-free-wallchart/>)

Incoterms® 2020 practical A4 chart outlines the obligations, costs and risks of the buyer and seller under each of the 11 Incoterms® rules. The handy chart can be easily printed and kept as a reference guide. (<https://iccwbo.org/publication/incoterms-2020-practical-free-wallchart/>)

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