

# Incoterms® 2010 - Terms and conditions

Sellers duties (orange bar), Buyers duties (blue bar), By appointment (grey bar), Critical point of delivery process consigner - consignee (grey dot)

APPLICABLE FOR TRANSPORT BY:	Person	Truck	House	Person with arrow	Ship	Ship	Person with arrow	House	Truck	Person
<b>EXW - Ex Works</b> (named place) ex factory, ex mill, ex warehouse etc.)	Truck, Ship, Airplane, Train									
Delivered when shipper has made goods available for consignee										
<b>FCA - Free carrier</b> (...named place)	Truck, Ship, Airplane, Train									
Delivered when goods is loaded onto transport of the consignee										
<b>FAS - Free alongside ship</b> (Only seafreight) (...named port of shipment)	Ship									
Delivered when goods is placed along side vessel										
<b>FOB - Free on board</b> (Only seafreight) (...named port of shipment)	Ship									
Delivered when goods is loaded onto vessel										
<b>CFR - Cost and freight</b> (Only seafreight) (...named port of destination)	Ship									
Delivered when goods is loaded onto vessel, harbour for delivery should be named. Consigner is responsible for insurance										
<b>CIF - Cost</b> (Only seafreight) (...named port of destination)	Ship									
Delivered when goods is loaded onto vessel, harbour for delivery should be named										
<b>CPT - Carriage paid to</b> (...named place of destination)	Truck, Ship, Airplane, Train									
Delivered when goods is passed onto 1. carrier og terminal										
<b>CIP - Carriage and insurance paid to</b> (...named place of destination)	Truck, Ship, Airplane, Train									
Delivered when goods is passed onto 1. carrier og terminal, consigner is responsible for insurance										
<b>DAT - Delivered at terminal</b> (duty paid) (...named port of destination)	Truck, Ship, Airplane, Train									
Delivered when goods is unloaded to a named terminal. Consignee responsible for cost of importing the goods										
<b>DAP - Delivered at place</b> (...named place of destination)	Truck, Ship, Airplane, Train									
Delivered when goods is ready to be unloaded by the buyer at a named destination. Consignee responsible for cost of importing the goods										
<b>DDP<sup>1)</sup> - Delivered duty paid</b> (...named port of destination)	Truck, Ship, Airplane, Train									
Delivered when goods is loaded onto vessel, harbour for delivery should be named										

1) The sales contract should specify which customs, VAT and other fees the consignee are responsible to pay at customs clearance in the recipient's country.

**Delivery** = when the consigner has put the goods at disposal for the consignee at a given place and within a given time. The consignee then receives the goods.

**Risk** = risks and responsibilities between consigner and consignee. Determined by when and where the delivery takes place. Transport insurance is the only type of insurance that normally covers the value of the goods.

**Cost** = normal transport costs according to contract. **Formalities** = the actual responsibility for custom clearance, documentation, other export and import documents.

**Formalities** = the actual responsibility for custom clearance, documentation, other export and import documents.