



Changes since Incoterms 2000

- 11 clauses instead of 13, DAT and DAP replacing clauses DEQ, DAF, DES and DDU.
- For clauses FOB, CFR and CIF, goods are regarded as having been delivered as soon as they are on board the ship, and not as previously, at the reeling of the ship.

Incoterms 2010

Seller's cost obligations and insurance liability chart

Delivery Conditions / Terms		Means of Transport	Seller's Obligation	Seller	Carrier	Border	Port	Ship	Port	Named Place	Buyer
EXW	EX WORKS ... named place	All	LIABILITY COST								
FCA	FREE CARRIER ...named place	All	LIABILITY COST								
FAS	FREE ALONGSIDE SHIP ... named port of shipment	Sea & Land	LIABILITY COST								
FOB	FREE ON BOARD ... named port of shipment	Sea & Land	LIABILITY COST								
CFR	COST AND FREIGHT ... named place of destination	Sea & Land	LIABILITY COST								
CIF	COST, INSURANCE, FREIGHT ... named place of destination	Sea & Land	LIABILITY COST								
CPT	CARRIAGE PAID TO ... named place of destination	All	LIABILITY COST								
CIP	CARRIAGE, INSURANCE PAID ... named place of destination	All	LIABILITY COST								
DAT	DELIVERED AT TERMINAL ... named place	Land	LIABILITY COST								
DAP	DELIVERED AT PLACE ... named place of destination	Sea	LIABILITY COST								
DDP	DELIVERED DUTY PAID ... named place of destination	All	LIABILITY COST								with import clearance