

Incoterms 2010

Classification of Incoterms:

EXW: (Ex Works)

The exporter ensures delivery of the goods to the disposal of the importer at the establishment of the exporter.

FCA: (Free Carrier)

The exporter ensures delivery of the goods to the disposal of the importer to the designated place and completes all necessary customs procedure for exportation.

FAS: (Free Alongside Ship)

The exporter ensures delivery of the goods to the disposal of the importer depositing them inside the loading port designated by the importer.

FOB: (Free On Board)

The exporter ensures delivery of the goods to the disposal of the importer to the ship or loading port designated by the importer, and completes all necessary customs procedures necessary for exportation.

CFR: (Cost and Freight)

The exporter ensures delivery of the goods to the importer to the designated ship, and pays cost and freight.

CPT: (Carriage Paid To)

The exporter delivers the goods to the designated carrier in the place agreed upon by both parties and pays contract costs and transport costs.

CIP: (Carriage and Insurance Paid to)

The exporter delivers the goods to the contracted carrier to the place agreed upon by both parties.

DAT: (Delivered At Terminal)

Once the goods have been unloaded, they are delivered to the disposal of the importer at the designated terminal, port or place.












DAP: (Delivered At Place)

The exporter ensures delivery of the goods to the disposal of the importer once they are in the designated place and before they are unloaded.

DDP: (Delivered Duty Paid)

The exporter delivers the goods to the disposal of the importer, once customs importation procedures have been completed and the goods are ready for unloading.

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Mode of transport	Goods prepared for sale	Loading at seller's warehouse	Domestic transport from origin	Export customs	Handling charges at origin	Main transportation	Merchandise insurance	Handling charges at destination	Import customs	Domestic transport to destination	Delivery of goods to the buyer
EXW EX WORKS											
FCA FREE CARRIER											
FAS FREE ALONGSIDE SHIP											
FOB FREE ON BOARD											
CPT CARRIAGE PAID TO											
CIP CARRIAGE AND INSURANCE PAID TO											
CFR COAST AND FREIGHT											
CAF COST INSURANCE AND FREIGHT											
DAT DELIVERED AT TERMINAL											
DAP DELIVERED AT PLACE											
DDP DELIVERED DUTY PAID											