



INCOTERMS® 2010 REFERENCE CHART

		SELLER/ EXPORTER PREMISES ¹	EXPORT FORMALITIES	NAMED PLACE OF TERMINAL	LOADING PORT OF SHIPMENT	ONBOARD SHIP/RAIL/ PLANE	DISCHARGING PORT OF ARRIVAL	NAMED PLACE OR TERMINAL	IMPORT FORMALITIES	BUYER/ IMPORTER PREMISES
EXW	Cost	D								
	Risk									
FCA	Cost	D ²		D ²						
	Risk									
FAS	Cost				D					
	Risk									
FOB	Cost					D				
	Risk									
CFR	Cost					D				
	Risk									
CIF	Cost					D				
	Risk									
CPT	Cost	D ³								
	Risk									
CIP	Cost	D ³								
	Risk									
DAT	Cost						D			
	Risk									
DAP	Cost							D		
	Risk									
DDP	Cost								D	
	Risk									

KEY: Seller  Buyer 

Cost: the cost of transportation
Risk: the risk of loss of or damage to the goods
Delivery D: where risk passes from seller to buyer

This chart is a general outline of costs and risks. For specific guidance, consult *Incoterms® 2010*, published by the International Chamber of Commerce.

Only CIF and CIP place an obligation on anyone to purchase cargo insurance. However, it is usually a good idea for the seller or buyer to purchase insurance to protect against risk.

1. The seller is obligated to assist the buyer with obtaining security related information.
2. For FCA, delivery occurs at seller premises or terminal.
3. Risk passes from seller to buyer when the goods are delivered to the first carrier.