



# Incoterms 2010®

## Visual Key for Incoterms 2010®

- EXW** Ex Works
- FCA** Free Carrier
- FAS\*** Free alongside ship
- FOB\*** Free on Board
- CFR\*** Cost and Freight
- CIF\*** Cost Insurance and Freight
- CPT** Carriage paid to
- CIP** Carriage and Insurance paid to
- DAP** Delivered at place
- DAT** Delivered at terminal
- DDP** Delivered duty paid

\*Only applicable for sea and inland waterway transport

➔ seller's risk    ➔ buyer's risk  
➔ seller's cost    ➔ buyer's cost

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The complete text of the Incoterms® can be taken from:  
[www.icc-deutschland.de](http://www.icc-deutschland.de)