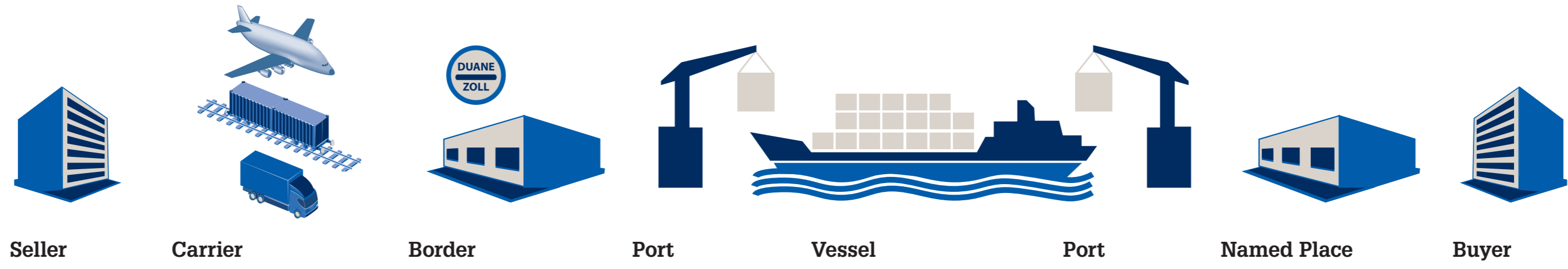


Incoterms® 2010



EXW (EX WORKS)



FCA (FREE CARRIER)



CPT (CARRIAGE PAID TO)



CIP (CARRIAGE AND INSURANCE PAID TO)



DAT (DELIVERED AT TERMINAL)

Seller bears costs and risks up to the named terminal/place, including the unloading of goods from arriving vehicle.

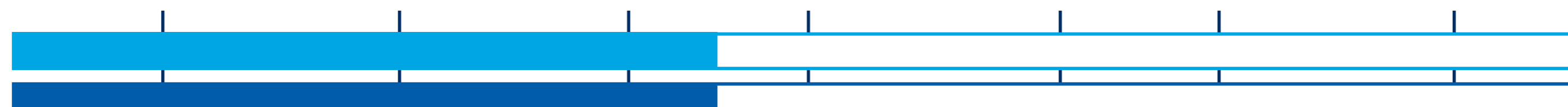


DAP (DELIVERED AT PLACE)

Seller bears costs and risks up to the named place of destination, with the goods ready for unloading from arriving vehicle through buyer.



DDP (DELIVERED DUTY PAID)



FAS (FREE ALONGSIDE SHIP)



FOB (FREE ON BOARD)



CFR (COST AND FREIGHT)



CIF (COST, INSURANCE AND FREIGHT)

| | |
|---------------------------------------|---|
| Risk borne by seller | Risk is borne by buyer |
| Costs borne by seller | Costs are borne by buyer |
| Seller is obliged to insure transport | Clauses for water transport (sea and inland waterway) |