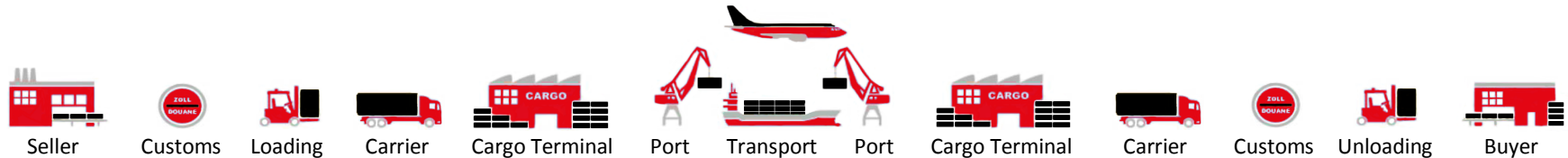




INCOTERMS 2010



Incoterms	Seller	Customs	Loading	Carrier	Cargo Terminal	Port	Transport	Port	Cargo Terminal	Carrier	Customs	Unloading	Buyer
EXW (ex works)	[Red arrow from Seller to Customs]												
FCA (free carrier)	[Red arrow from Seller to Carrier] or any other agreed point of delivery												
FAS (free alongside ship)	[Red arrow from Seller to Port]												
FOB (free on board)	[Red arrow from Seller to Port]												
CFR (cost and freight)	[Red arrow from Seller to Port]												
CIF (cost, insurance and freight)	[Red arrow from Seller to Port] in seller's option [Grey arrow from Seller to Port] obligation [Grey arrow from Seller to Port]												
CPT (carriage paid to)	[Red arrow from Seller to Carrier] or any other agreed point of delivery [Red arrow from Seller to Carrier] or any other agreed point of taking delivery												
CIP (carriage and insurance paid to)	[Red arrow from Seller to Carrier] or any other agreed point of delivery [Red arrow from Seller to Carrier] or any other agreed point of taking delivery in seller's option [Grey arrow from Seller to Carrier] obligation [Grey arrow from Seller to Carrier]												
DAP (delivered at place)	[Red arrow from Seller to Buyer] or any other agreed named place												
DAT (delivered at terminal)	[Red arrow from Seller to Buyer] or any other agreed terminal												
DDP (delivered duty paid)	[Red arrow from Seller to Buyer]												

SEA FREIGHT

■ Risk ■ Cost ■ Insurance