

Terms of delivery - Incoterms 2010

	EXW	FCA	FAS	FOB	CFR	CIF	CPT	CIP	DAT	DAP	DDP
B = Buyer S = Seller	Ex works (insert named place of delivery)	Free Carrier (insert named place of delivery)	Free Alongside Ship (insert named port of shipment)	Free On Board (insert named port of shipment)	Cost and Freight (insert named port of destination)	Cost Insurance Freight (insert named port of destination)	Carriage Paid To (insert named place of destination)	Carriage and Insurance Paid to (insert named place of destination)	Delivered At Terminal (insert named terminal at port or place of destination)	Delivered At Place (insert named place of destination)	Delivered Duty Paid (insert named place of destination)
The risk passes to the buyer when	goods have been placed at B's disposal at S's premises	goods have been delivered to the carrier*	goods have been placed alongside the vessel at named port of shipment	goods have been placed onboard the vessel in port of loading	goods have been placed onboard the vessel in port of loading	goods have been placed onboard the vessel in port of loading	goods have been delivered to the carrier	goods have been delivered to the carrier	goods have arrived in terminal at port of discharge, discharged	goods have arrived at place of destination, not discharged	goods have arrived at place of destination, not discharged
Local pre-carriage	B	S*	S	S	S	S	S	S	S	S	S
Make a contract of affreightment	B	B	B	B	S	S	S	S	S	S	S
Loading	B	B	B	S	S	S	S	S	S	S	S
Insurance of main carriage	B	B	B	B	B	Duty to insure S	B	Duty to insure S	S	S	S
Discharge	B	B	B	B	B	B	B	B	S	B	B
Custom duty etc	B	B	B	B	B	B	B	B	B	B	S
Local on-carriage	B	B	B	B	B	B	B	B	B	B	B

* If the goods are to be collected **at the seller's premises**, delivery is completed when the goods have been loaded on the vehicle.
If the seller places the goods at the carrier's disposal, delivery is completed when the goods have been delivered to the carrier, not unloaded from the seller's vehicle.