**Incoterms® 2010**

“Incoterms®” rules describe mainly the tasks, costs and risks involved in the delivery of goods from seller to buyer. They specify the obligations of both parties.

### DOCUMENTS & STRUCTURE

**DOCUMENTS FOR BUYERS/SELLER’S ACCOUNT**

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<th>INCOTERMS® 2010</th>
<th>FOB</th>
<th>CIF</th>
<th>DAT</th>
<th>DAP</th>
<th>DDP</th>
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*Note: Documents for Seller (seller) or Buyer (buyer) account. FOB = Free on Board.*

**STRUCTURE OF THE INCOTERMS® 2010**

1. **Other obligations**
   - Acceptance of goods
   - Goods in good condition
   - Payment
   - Bills of exchange
   - Insurance
   - Inspection
   - Despatch

2. **Seller’s obligations**
   - Delivery
   - Transfer of title
   - Goods in good condition
   - Insurance
   - Notification
   - Despatch

3. **Buyer’s obligations**
   - Acceptance of goods
   - Payment
   - Bills of exchange
   - Inspection
   - Debugging (if any)
   - Despatch

### ICC rules for the use of domestic and international trade terms

#### CLASSIFICATION OF THE 11 INCOTERMS® 2010 RULES

1. **EXW (Ex Works)** - named place of delivery
2. **FCA (Free Carrier)** - named place of delivery
3. **CPT (Carriage Paid To)** - named place of delivery
4. **CIP (Carriage and Insurance Paid To)** - named place of delivery
5. **DAP (Delivered At Place)** - named place of destination
6. **DAT (Delivered At Terminal)** - named place of delivery
7. **DAP (Delivered At Place)** - named place of destination
8. **DAT (Delivered At Terminal)** - named place of delivery
9. **DDP (Delivered Duty Paid)** - named place of destination
10. **DDP (Delivered Duty Paid)** - named place of destination
11. **CIF (Cost, Insurance and Freight)**

#### RULES FOR SEA AND INLAND WATERWAY PORT

- **FAS (Free Alongside Ship)**
- **FOB (Free on Board)**
- **CFR (Cost and Freight)**
- **CIF (Cost, Insurance and Freight)**

#### RULES FOR ANY MODE OR MODES OF TRANSPORT

- **EXW (Ex Works)**
- **FCA (Free Carrier)**
- **CPT (Carriage Paid To)**
- **CIP (Carriage and Insurance Paid To)**
- **DAT (Delivered At Place)**
- **DAP (Delivered At Place)**
- **DDP (Delivered Duty Paid)**
- **CIF (Cost, Insurance and Freight)**

*Example: “FCA Port+ NV, Brouwersvliet 33, Antwerp, Incoterms® 2010”*