



# **UNESCAP Regional Forum of Freight Forwarders, Multimodal Transport Operators and Logistics Service Providers**

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# The Incoterms at a glance

- EXW - Ex Works (...named place of delivery )
- FCA - Free Carrier (...named place of delivery )
- CPT – Carriage Paid To (...named place of destination)
- CIP – Carriage And Insurance Paid To (... named place of destination)
- DAT – Delivered At Terminal (...terminal at port or place of destination)
- DAP – Delivered At Place (...named place of destination)
- DDP – Delivered Duty Paid (...named place of destination)
- FAS – Free Alongside Ship (...named port of shipment)
- FOB – Free On Board (...named port of shipment)
- CFR – Cost and Freight (... named port of destination)
- CIF – Cost, Insurance and Freight (... named port of destination)



Not all 3-letter-codes are  
Incoterms: COD, FOB., e.g.

Correct citation:

FCA Frankfurt/Main/Lyonerstr.28.ICCIncoterms2010

# The legal nature of the Incoterms

Incoterms...

- ...are not applicable by law or commercial custom
- ...require an agreement between the parties
- ...are interpretative clauses
- ...are dispositive

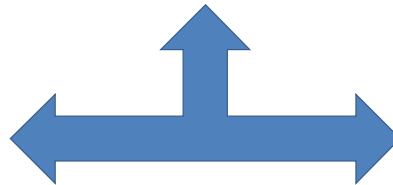


**In case of modification absolute clarity is of utmost importance !**

# System of Incoterms

Clauses are divided in two categories

All means of  
transport



maritime transport and inland  
waterway transportation only

4 groups

E

Ex

F

Free

C

Cost

D

Delivered

Buyer's obligation ascending / Seller's obligation descending

# Essential changes made in comparison to the version of 2000

- Reduction to 11 clauses
- DAF, DES, DEQ, DDU have been abolished
- Newly introduced have been:
  - DAP – Delivered At Place (...named place of destination)
  - DAT – Delivered At Terminal (...named terminal at port or place of destination)
- Division in clauses for maritime transport and for all modes of transport
- Guidance note for every type of clause
- Linguistic revision, „take delivery“ in B4 for example
- Special attention paid to „string sales“ in FAS, FOB, CFR and CIF
- In FOB and CIF/CFR the guard rail has been dropped as „physical point“ for the transfer of risks.



- General rule for electronic record or procedure in A1 – B1
- Security clearances in A2 – B2
- A2 – B2: „Where applicable“
- A3 – B3: „...no obligation to...“
- A3 b): Obligation to provide information required for insurance
- A3 and A4: except for CFR and CIF „point of delivery“ or „loading point“ as specification to the place of delivery or the place of destination
- C- and D-clauses: Buyer's obligation to provide information required for insurance
- A9: notification of special packaging
- B10: notice about security information requirements
- B10: support of the seller with required information

# Structure and classification of the Incoterms

<b>A</b> The seller's obligations	<b>B</b> The buyer's obligations
<b>A1</b> General obligations of the seller	<b>B1</b> General obligations of the buyer
<b>A2</b> Licences, authorizations, security clearances and other formalities	<b>B2</b> Licences, authorizations, security clearances and other formalities
<b>A3</b> Contracts of carriage and insurance	<b>B3</b> Contracts of carriage and insurance
<b>A4</b> Delivery	<b>B4</b> Taking delivery
<b>A5</b> Transfer of risks	<b>B5</b> Transfer of risks
<b>A6</b> Allocation of costs	<b>B6</b> Allocation of costs
<b>A7</b> Notices to the buyer	<b>B7</b> Notices to the seller
<b>A8</b>	<b>B8</b>

预览已结束，完整报告链接和二维码如下：

[https://www.yunbaogao.cn/report/index/report?reportId=5\\_6977](https://www.yunbaogao.cn/report/index/report?reportId=5_6977)

