

# Incoterms® 2010

by the International Chamber of Commerce (ICC)



Category	Incoterm	Seller's Obligations (Blue)	Buyer's Obligations (Red)	Destination	Principal Transport (Icon)
E	<b>EXW</b> EX WORKS FRANCO FABBRICA	Works to Quay	Quay to Destination	Destination	Truck
	<b>FCA</b> FREE CARRIER FRANCO VETTORE	Works to Carrier	Carrier to Destination	Destination	Truck
F	<b>FAS</b> FREE ALONGSIDE SHIP FRANCO LUNGO BORDO	Works to Alongside	Alongside to Destination	Alongside	Ship
	<b>FOB</b> FREE ON BOARD FRANCO A BORDO	Works to On Board	On Board to Destination	On Board	Ship
C	<b>CFR</b> COST AND FREIGHT COSTO E NOLO	Works to On Board	On Board to Destination (Expenses and Risk, Freight - NoLo)	Destination	Ship
	<b>CIF</b> COST, INSURANCE AND FREIGHT COSTO, ASSICURAZIONE E NOLO	Works to On Board	On Board to Destination (Expenses and Risk, Freight - NoLo, Insurance)	Destination	Ship
	<b>CPT</b> CARRIAGE PAID TO ... TRASPORTO PAGATO FINO A ...	Works to On Board	On Board to Destination (Expenses and Risk, Freight - Spese Trasporto)	Destination	Truck
D	<b>CIP</b> CARRIAGE AND INSURANCE PAID TO... TRASP. E ASS. PAGATI FINO A...	Works to On Board	On Board to Destination (Expenses and Risk, Freight - Spese Trasporto, Insurance)	Destination	Truck
	<b>DAT</b> DELIVERED AT TERMINAL RESO TERMINAL	Works to Quay	Quay to Destination	Destination	Truck
	<b>DAP</b> DELIVERED AT PLACE RESO NON SDOGANATO	Works to On Board	On Board to Destination	Destination	Truck
	<b>DDP</b> DELIVERED DUTY PAID RESO SDOGANATO	Works to Destination	Destination	Destination	Truck

**BASIC GROUPS - CATEGORIE FONDAMENTALI**

- EX WORKS - FRANCO FABBRICA
- FREE - FRANCO
- CARRIAGE - TRASPORTO
- DELIVERED - CONSEGATO

**EXPENSES AND RISKS SPESE E RISCHI**  
**SELLER'S OBLIGATIONS OBBLIGHI VENDITORI**

**D** Export Clearance Sdoganamento in Esportazione  
**d** Import Clearance Sdoganamento in Importazione

**EXPENSES AND RISKS SPESE E RISCHI**  
**BUYER'S OBLIGATIONS OBBLIGHI COMPRATORI**

**T** It's specifies the obligation to stipulate the freight contract  
 Indica l'obbligo di stipulare il contratto di trasporto

**(M)** It's specifies the power to stipulate the freight contract  
 Indica la facoltà di stipulare il contratto di trasporto

**A** It's specifies the obligation to stipulate the insurance contract  
 Indica l'obbligo di stipulare il contratto di assicurazione