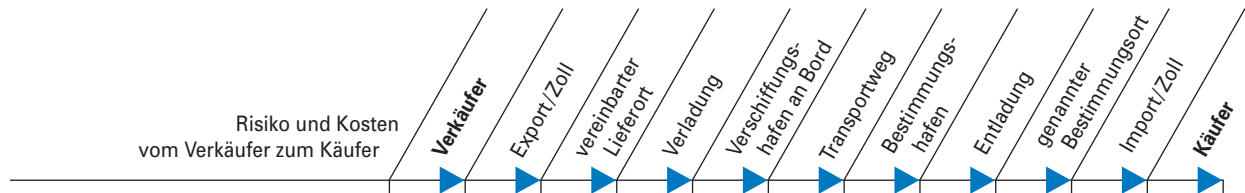




INCOTERMS® 2010

Die **INTERNATIONAL COMMERCIAL TERMS** regeln die Auslegung handelsüblicher Vertragsformeln bei nationalen und grenzüberschreitenden Kaufverträgen.



Für alle Transportarten / Verkehrsträger (multimodal anwendbar)

Incoterms	Verkäufer	Export/Zoll	vereinbarter Lieferort	Verladung	Verschiffungshafen an Bord	Transportweg	Bestimmungshafen	Entladung	genannter Bestimmungsort	Import/Zoll	Käufer
EXW ex works (... named place of delivery) ab Werk (... benannter Ort der Lieferung)	Green	Red	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow
FCA free carrier (... named place of delivery) frei Frachtführer (... benannter Ort der Lieferung)	Green	Red	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow
CPT carriage paid to (... named destination) frachtfrei (... benannter Bestimmungsort)	Green	Red	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow
CIP carriage and insurance paid to (... named destination) frachtfrei versichert (... benannter Bestimmungsort)	Green	Red	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow
DAT delivered at terminal (... named terminal) geliefert an Terminal (... benanntes Terminal)	Green	Red	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow
DAP delivered at place (... named destination) benannter Bestimmungsort (... benannter Bestimmungsort)	Green	Red	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow
DDP delivered duty paid (... named destination) geliefert verzollt (... benannter Bestimmungsort)	Green	Red	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow

Regeln für den Schiffstransport

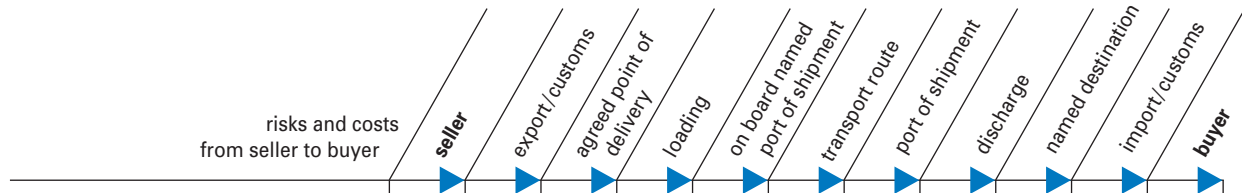
Incoterms	Verkäufer	Export/Zoll	vereinbarter Lieferort	Verladung	Verschiffungshafen an Bord	Transportweg	Bestimmungshafen	Entladung	genannter Bestimmungsort	Import/Zoll	Käufer
FAS free alongside ship (... named port of shipment) frei Längsseite Schiff (... benannter Verschiffungshafen)	Green	Red	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow
FOB free on board (... named port of shipment) frei an Bord (... benannter Verschiffungshafen)	Green	Red	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow
CFR cost and freight (... named port of destination) Kosten und Fracht (... benannter Bestimmungshafen)	Green	Red	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow
CIF cost, insurance and freight (... named port of destination) Kosten, Versicherung und Fracht (... benannter Bestimmungshafen)	Green	Red	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow

Grafische Gestaltung: Risiko des Verkäufers / Seller's Risk, Risiko des Käufers / Buyer's Risk, Kosten des Verkäufers / Seller's Cost, Kosten des Käufers / Buyer's Cost



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The **INTERNATIONAL COMMERCIAL TERMS** are the rules for the interpretation of the contractual formulations in regard to national and transborder purchase agreements.



For all carriers and mode of transport

ex works (... named place of delivery)	EXW	[Risk/Cost Allocation]									
free carrier (... named place of delivery)	FCA	[Risk/Cost Allocation]									
carriage paid to (... named destination)	CPT	[Risk/Cost Allocation]									
carriage and insurance paid to (... named destination)	CIP	[Risk/Cost Allocation] <i>compulsory insurance</i>									
delivered at terminal (... named terminal)	DAT	[Risk/Cost Allocation]									
delivered at place (... named destination)	DAP	[Risk/Cost Allocation] <i>Preparation of unloading for arriving transportation</i>									
delivered duty paid (... named destination)	DDP	[Risk/Cost Allocation] <i>Preparation of unloading for arriving transportation</i>									

Regulation for the water carriage

free alongside ship (... named port of shipment)	FAS	[Risk/Cost Allocation]									
free on board (... named port of shipment)	FOB	[Risk/Cost Allocation] <i>For RO/RO and containers use FCA instead FOB.</i>									
cost and freight (... named port of destination)	CFR	[Risk/Cost Allocation] <i>For RO/RO and containers use CPT instead CFR.</i>									
cost, insurance and freight (... named port of destination)	CIF	[Risk/Cost Allocation] <i>compulsory insurance (sea)</i> <i>For RO/RO and containers CIP instead CIF.</i>									

visual key

Seller's Risk	Buyer's Risk
Seller's Cost	Buyer's Cost