

**EXPORT AFRICA**  
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*Delivering Customer Expectations*



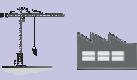




# Supplying African Industry for 30 years

**Key**

- Seller's Risk
- Buyer's Risk
- Seller's Cost
- Buyer's Cost
- Insurance

Incoterms® is a registered trademark of ICC

The complete Incoterms® definitions are available from [www.iccwbo.org](http://www.iccwbo.org)

INCOTERMS 2010®		      							Mode of Transport
		Seller	Agreed Point of Delivery	Port of Loading	Main Transport Leg	Port of Discharge	Named Destination	Buyer	
<b>EXW</b>	Ex Works	[Red bar from Seller to Buyer]							All
<b>FCA</b>	Free Carrier	[Red bar from Seller to Agreed Point of Delivery, then blue bar to Buyer]							All
<b>FAS</b>	Free Alongside Ship	[Red bar from Seller to Port of Loading, then blue bar to Buyer. Label: alongside ship]							Sea and Inland Water Only
<b>FOB</b>	Free On Board	[Red bar from Seller to Port of Loading, then blue bar to Buyer. Label: on board]							Sea and Inland Water Only
<b>CFR</b>	Cost and Freight	[Red bar from Seller to Port of Loading, then blue bar to Buyer. Label: on board]							Sea and Inland Water Only
<b>CIF</b>	Cost Insurance & Freight	[Red bar from Seller to Port of Loading, then blue bar to Buyer. Label: on board. Green bar for Insurance from Agreed Point of Delivery to Port of Discharge]							Sea and Inland Water Only
<b>CPT</b>	Carriage Paid To	[Red bar from Seller to Agreed Point of Delivery, then blue bar to Buyer]							All
<b>CIP</b>	Cost and Insurance Paid	[Red bar from Seller to Agreed Point of Delivery, then blue bar to Buyer. Green bar for Insurance from Agreed Point of Delivery to Port of Discharge]							All
<b>DAP</b>	Delivered At Place	[Red bar from Seller to Buyer]							All
<b>DAT</b>	Delivered At Terminal	[Red bar from Seller to Buyer]							All
<b>DDP</b>	Delivered Duty Paid <i>Seller responsible for Import Clearance</i>	[Red bar from Seller to Buyer. Label: including import clearance]							All



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This summary, (comprising 2 pages), is intended as a guide only.

The full text of ICC's Incoterms 2010<sup>®</sup> should always be consulted before drafting any legal or commercial documentation.

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<b>INCOTERMS 2010<sup>®</sup></b>		<b>Summary Guide to the ICC Incoterms<sup>®</sup> 2010</b> (effective 1st January 2011)		Mode of Transport
		<b>Summary</b>		
<b>EXW</b>	Ex Works	The seller delivers when he places the goods at the disposal of the buyer at the seller's premises or another named place (e.g. works factory, warehouse, etc.) not cleared for export and not loaded on any collecting vehicle.		All
<b>FCA</b>	Free Carrier	The seller delivers the goods, cleared for export, to the carrier nominated by the buyer at the named place. If delivery occurs at the seller's premises, the seller is responsible for loading. If delivery occurs at any other place, the seller is not responsible for unloading.		All
<b>FAS</b>	Free Alongside Ship	The seller delivers when the goods are placed alongside the vessel at the named port of shipment. This means that the buyer has to bear all costs and risks of loss or damage to the goods from that moment.		Sea and Inland Water Only
<b>FOB</b>	Free On Board	Free On Board means that the seller delivers when the goods are placed on board the ship at the named port of shipment.		Sea and Inland Water Only
<b>CFR</b>	Cost and Freight	The seller delivers when the goods are placed on board the ship in the port of shipment. The seller must in addition pay the cost of carriage necessary to bring the goods to the named destination.		Sea and Inland Water Only
<b>CIF</b>	Cost Insurance & Freight	The seller delivers when the goods are placed on board the ship in the port of shipment and the seller also pays the necessary freight and insurance.		Sea and Inland Water Only
<b>CPT</b>	Carriage Paid To	The seller delivers the goods to the carrier nominated by him but the seller must in addition pay the cost of carriage necessary to bring the goods to the named destination.		All
<b>CIP</b>	Cost and Insurance Paid	The seller delivers the goods to the carrier nominated by him but the seller must in addition pay the cost of carriage necessary to bring the goods to the named destination and also pay the necessary insurance.		All
<b>DAP</b>	Delivered At Place	The seller delivers when the goods are placed at the disposal of the buyer on the arriving means of transport ready for unloading at the named place of destination.		All
<b>DAT</b>	Delivered At Terminal	The seller delivers when the goods, once unloaded from the arriving means of transport, are placed at the disposal of the buyer at a named terminal at the named port or place of destination.		All
<b>DDP</b>	Delivered Duty Paid	The seller delivers the goods to the buyer, cleared for import, and not unloaded from any arriving means of transport at the named place of destination.		All