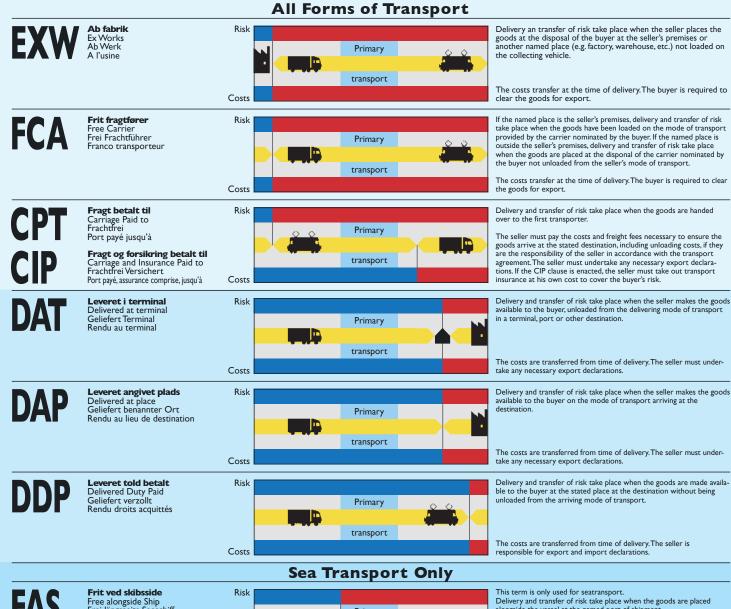
## **INCOTERMS 2010**

Distribution of risk and costs between the seller and the buyer in international trade



Delivery and transfer of risk take place when the goods are placed alongside the vessel at the named port of shipment. Free alongside Ship Frei längsseits Seeschiff Franco le long du navire P<u>r</u>imary transport The costs transfer at the time of delivery. The seller is required to clear Costs the goods for export. Risk This term is only used for sea transport. Delivery and transfer of risk Frit ombord **FOB** take place when the goods have arrived on board the ship assigned by the buyer in the named port of shipment. Primary Franco bord transport The costs are transferred at the time of delivery. The seller must under-Costs take any necessary export declarations. This term is only used for sea transport. Delivery and transfer of risk Risk Omkostninger og fragt take place when the goods have arrived onboard ship at the named port of shipment.
The seller must pay the costs and freight fees necessary to ensure the Cost and Freight Kosten und Fracht Primary Coût et fret goods arrive at the stated port of destination, including unloading costs, if they are the responsibility of the seller in accordance with the transport agreement. The seller must undertake any necessary export Omkostninger, forsikring og fragt Cost Insurance and Freight Kosten, Versicherung und Fracht Coût, assurance et fret

Each of the terms should be supplied with a place name, e.g. port of shipment (FOB) and port of destination (CIF).

Incoterms 2010 are the rules of the International Chamber of Commerce on the interpretation of trade terms. This Poster illustrates the distribution of risk and costs between seller and buyer in relation to Incoterms 2010.

transport

Costs



declarations. If the CIF clause is enacted, the seller must take out transport insurance at his own cost to cover the buyer's risk.