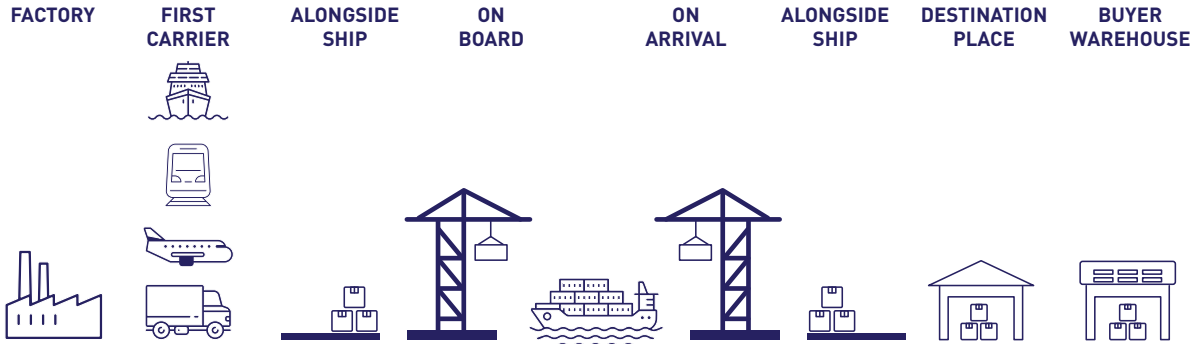


# INCOTERMS® 2010



| Incoterm | Transfer of Risk     | Seller's Obligation              | Buyer's Obligation |
|----------|----------------------|----------------------------------|--------------------|
| EXW      | AGREED PLACE         | EX WORKS                         |                    |
| FCA      | AGREED PLACE         | FREE CARRIER                     |                    |
| FAS      | PORT OF SHIPMENT     | FREE ALONGSIDE SHIP              |                    |
| FOB      | PORT OF SHIPMENT     | FREE ON BOARD                    |                    |
| CFR      | PORT OF DESTINATION  | COST AND FREIGHT                 |                    |
| CIF      | PORT OF DESTINATION  | COST, INSURANCE AND FREIGHT      |                    |
| CPT      | PLACE OF DESTINATION | COST PAID TO...                  |                    |
| CIP      | PLACE OF DESTINATION | CARRIER AND INSURANCE PAID TO... |                    |
| DAT      | PLACE OF DESTINATION | DELIVERY AT TERMINAL             |                    |
| DAP      | PLACE OF DESTINATION | DELIVERY AT PLACE                |                    |
| DDP      | DESTINATION          | DELIVERY DUTY PAID               |                    |

SELLER'S OBLIGATION

BUYER'S OBLIGATION

TRANSFER OF RISK