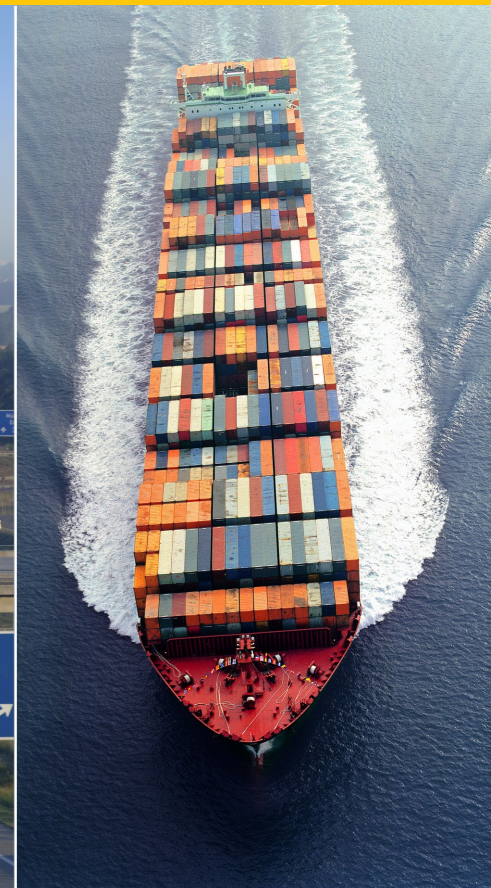


# BASIC OVERVIEW OF THE **INCOTERMS® 2010** RULES



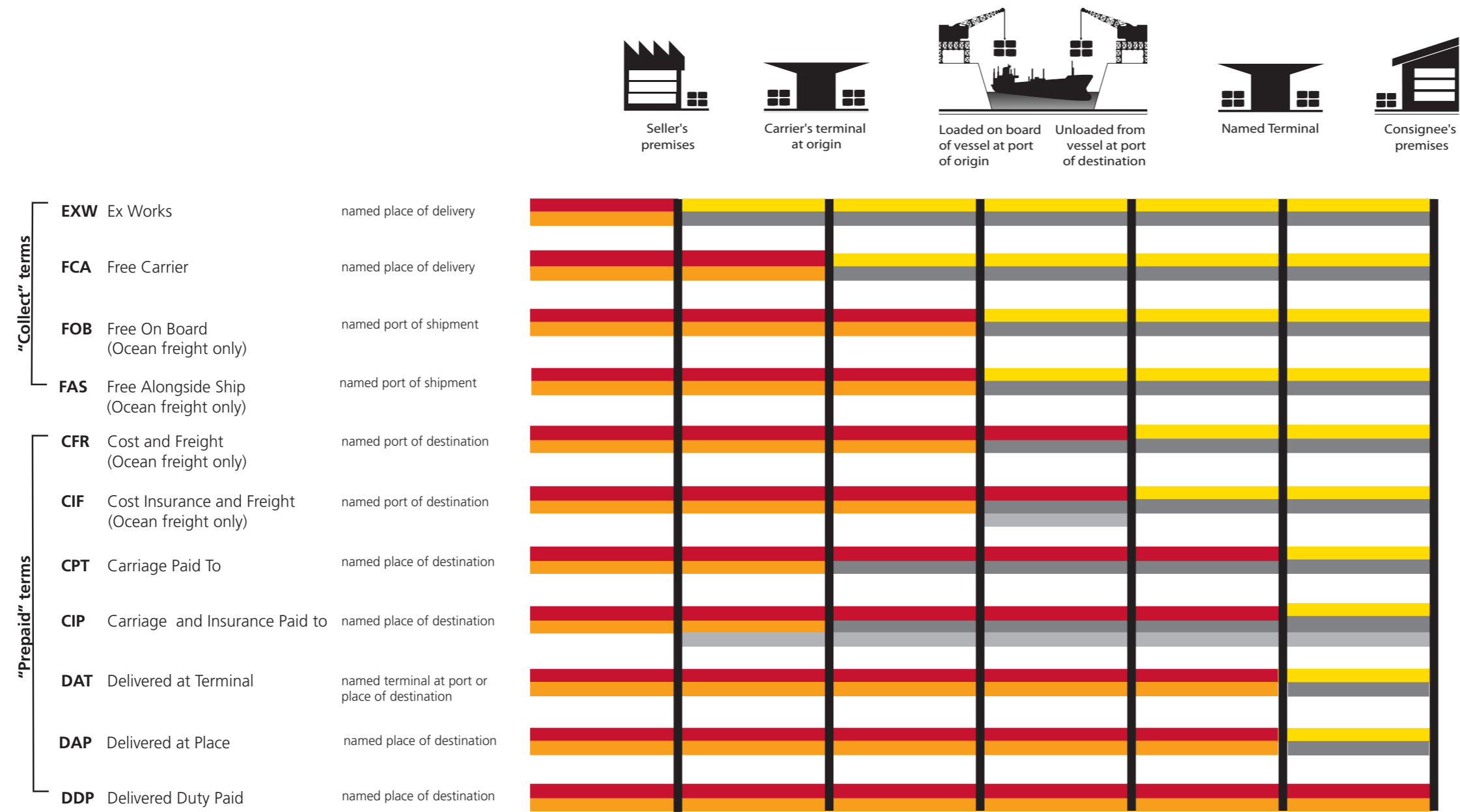
This guide is designed to give you a quick overview of the Incoterms® rules frequently used worldwide in international and domestic contracts, illustrating responsibilities between buyer and seller for costs and risk, as well as cargo insurance.

"Incoterms" is a registered trademark of the International Chamber of Commerce.

Read more about Incoterms® rules from the official International Chamber of Commerce (ICC) website. You can also order the "Incoterms® 2010" publication and sign up for online training on the Incoterms® rules at [www.iccwbo.org](http://www.iccwbo.org).



## Basic overview of the Incoterms® 2010 rules



### Legend

- █ Seller's cost
- █ Consignee's (buyer's) cost
- █ Seller's risk
- █ Consignee's (buyer's) risk
- █ Seller's obligation to arrange cargo insurance

