

INCOTERMS[®] 2010 QUICK REFERENCE CHART

INCOTERMS[®] 2010

	<i>Rules for any mode or modes of transport</i>							<i>Rules for sea and inland waterway transport</i>			
	EXW	FCA	CPT	CIP	DAT	DAP	DDP	FAS	FOB	CFR	CIF
	Ex Works	Free Carrier	Carriage Paid To	Carriage & Insurance Paid To	Delivered at Terminal	Delivered at Place	Delivered Duty Paid	Free Alongside Ship	Free on Board	Cost & Freight	Cost, Insurance & Freight
SERVICES	<i>Who Pays</i>	<i>Who Pays</i>	<i>Who Pays</i>	<i>Who Pays</i>	<i>Who Pays</i>	<i>Who Pays</i>	<i>Who Pays</i>	<i>Who Pays</i>	<i>Who Pays</i>	<i>Who Pays</i>	<i>Who Pays</i>
Export Packing	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Marking & Labeling	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Block and Brace	1	1	1	1	1	1	1	1	1	1	1
Export Clearance (License, EEI/AES)	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Freight Forwarder Documentation Fees	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Seller	Seller
Inland Freight to Main Carrier	Buyer	2	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Origin Terminal Charges	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Buyer	Seller	Seller	Seller
Vessel Loading Charges	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Buyer	Seller	Seller	Seller
Ocean Freight / Air Freight	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Seller	Seller
Nominate Export Forwarder	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Seller	Seller
Marine Insurance	3	3	3	Seller	3	3	3	3	3	3	Seller
Unload Main Carrier Charges	Buyer	Buyer	4	4	Seller	Seller	Seller	Buyer	Buyer	4	4
Destination Terminal Charges	Buyer	Buyer	4	4	4	Seller	Seller	Buyer	Buyer	4	4
Nominate On-Carrier	Buyer	Buyer	5	5	5	5	Seller	Buyer	Buyer	Buyer	Buyer
Security Information Requirements	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer
Customs Broker Clearance Fees	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Buyer	Buyer	Buyer
Duty, Customs Fees, Taxes	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Buyer	Buyer	Buyer
Delivery to Buyer Destination	Buyer	Buyer	5	5	5	5	Seller	Buyer	Buyer	Buyer	Buyer
Delivering Carrier Unloading	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer

- Notes:**
- 1 – Incoterms[®] 2010 do not deal with the parties' obligations for stowage within a container and therefore, where relevant, the parties should deal with this in the sales contract.
 - 2 – FCA Seller's Facility – Buyer pays inland freight; other FCA qualifiers. Seller arranges and loads pre-carriage carrier and pays inland freight to the "F" delivery place
 - 3 – Incoterms[®] 2010 does not obligate the buyer nor must the seller to insure the goods, therefore this issue be addressed elsewhere in the sales contract.
 - 4 – Charges paid by Buyer or Seller depending on contract of carriage.
 - 5 – Charges paid by Seller if through Bill of Lading or door-to-door rate to Buyer's destination

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INCOTERMS GUIDE

EXW - Ex-Works, named place where shipment is available to the buyer, not loaded.

The seller makes the goods available at his premises. The buyer is responsible for the full cost and risk involved in bringing the goods to the destination. The buyer must carry out any required export formalities.

FCA - Free Carrier, unloaded at the seller's dock OR a named place where shipment is available to the International carrier or agent, not loaded.

Seller delivers when he has handed over the goods — cleared for export — to the charge of a carrier, or another person that is named by the buyer at the named place or point.

This term may be used for any mode of transport, including multi-modal transport.

CPT - Carriage Paid To, named place or port of destination. The seller must pay the costs and freight. Loss of, or damage to the goods is transferred to the buyer when the goods have been delivered into the custody of the chosen carrier.

This term may be used for any mode of transport.

CIP - Carriage and Insurance Paid To, named place or port of destination. Seller has to procure marine insurance against the buyer's risk of loss of or damage to the goods covering that period until the goods have been delivered.

This term is used for air or ocean containerized and rail-on roll-off shipments.

DAT - Delivered at Terminal, named terminal at port or place of destination. Seller delivers the goods, unloaded, at the named terminal. The seller covers all the costs of transport (export fees, carriage, unloading from main carrier at destination port and destination port charges) and assumes all risk until arrival at the destination port or terminal. All charges after unloading (duties, taxes, customs and on-carriage) go to buyer.

DAP - Delivered at Place, named place of destination

Seller delivers goods, risk passes from seller to buyer at the point of destination mentioned in the contract of delivery. All necessary legal formalities in the exporting country are completed by the seller at their own cost and risk to clear the goods for export.

Buyer covers customs duties and taxes. Any delay or demurrage charges are to be borne by the seller. Unloading cost at final destination are assumed by buyer.

DDP - Delivered Duty Paid, named place of destination

Seller is responsible for delivering the goods to the named place in the country of the buyer. Buyer is responsible for bringing the goods to the destination and unloading — including import duties and taxes. The seller is not responsible for unloading. The maximum obligations on the seller and minimum obligations on the buyer. No risk or responsibility is transferred to the buyer until delivery of the goods at the named place of destination.

FAS - Free Alongside Ship, named ocean port of shipment.

The seller fulfils his obligation to deliver at the named port of shipment. Buyer assumes all costs and risks of loss of or damage to the goods from that point. The seller is responsible to clear the goods for export.

This term can only be used for sea or inland waterway transport and its correct use is only when using a chartered ship, or when goods are not containerized.

FOB - Free on-board vessel, named ocean port or shipment.

The seller fulfils their obligation to deliver when the goods have passed over the ship's rail at the named port of shipment. Buyer assumes all costs and risks of loss of or damage to the goods from that point. The seller is responsible to clear the goods for export.

This term can only be used for sea or inland waterway transport. (Doesn't apply to airfreight)

CFR - Cost and Freight, Named ocean port of destination.

The seller must pay the costs and freight necessary to bring the goods to the named destination. Buyer assumes risk of loss of or damage to the goods when the goods pass the ship's rail in the port of shipment. The seller is responsible to clear the goods for export.

This term is used for ocean shipments.

CIF - Cost, Insurance and Freight, named ocean Port of Destination.

The seller must pay the costs and freight necessary to bring the goods to the named destination. The Buyer assumes risk of loss of or damage to the goods when the goods pass the ship's rail in the port of shipment. The seller is responsible to clear the goods for export. The seller has to procure marine insurance against the buyer's risk of loss of or damage to the goods.

This term is used for ocean shipments.