

# INCOTERMS<sup>®</sup> 2010 QUICK REFERENCE CHART

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|                                      | <i>Rules for any mode or modes of transport</i> |                     |                         |   |                              |                           |                            | <i>Rules for sea and inland waterway transport</i> |                      |                           |                                      |
|--------------------------------------|---|---------------------|-------------------------|---|------------------------------|---------------------------|----------------------------|--|----------------------|---------------------------|--------------------------------------|
|                                      | <b>EXW</b>                                      | <b>FCA</b>          | <b>CPT</b>              | <b>CIP</b>                              | <b>DAT</b>                   | <b>DAP</b>                | <b>DDP</b>                 | <b>FAS</b>   | <b>FOB</b>           | <b>CFR</b>                | <b>CIF</b>                           |
|                                      | <b>Ex Works</b>                                 | <b>Free Carrier</b> | <b>Carriage Paid To</b> | <b>Carriage &amp; Insurance Paid To</b> | <b>Delivered at Terminal</b> | <b>Delivered at Place</b> | <b>Delivered Duty Paid</b> | <b>Free Alongside Ship</b>                         | <b>Free on Board</b> | <b>Cost &amp; Freight</b> | <b>Cost, Insurance &amp; Freight</b> |
| <b>SERVICES</b>                      | <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<sup>®</sup> 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<sup>®</sup> 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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