

INCOTERMS 2010

INCOTERM AND SERVICES	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 Onboard Vessel	Cost & Freight	Cost Insurance & Freight
	Name Place of Delivery	Named Place of Delivery	Named Place of Destination	Named Port of Destination	Named terminal at Port or Place of destination	Named Place of Destination	Named Place of Destination	Named Port of Shipment	Named Port of Shipment	Named Port of Destination	Named Port of Destination
Mode of Transport	All Modes	All Modes	All Modes	All Modes	All Modes	All Modes	All Modes	Ocean Transport	Ocean Transport	Ocean Transport	Ocean Transport
	Who Pays	Who Pays	Who Pays	Who Pays	Who Pays	Who Pays	Who Pays	Who Pays	Who Pays	Who Pays	Who Pays
Export Packing	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Export Clearances, Licenses and other Authorizations	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Container /Vehicle Loading	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Inland Freight	Buyer	*Seller/Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Main Carrier Loading	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Buyer	Seller	Seller	Seller
Origin Terminal Charges	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Buyer	Seller	Seller	Seller
Insurance	No Obligation	No Obligation	No Obligation	Seller	No Obligation	No Obligation	No Obligation	No Obligation	No Obligation	No Obligation	Seller
Freight	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Seller	Seller
Destination Arrival Charges	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer	Buyer
Main Carrier Unloading	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Buyer	Buyer	Buyer	Buyer
Import Customs Clearance	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Buyer	Buyer	Buyer	Buyer
Duty & Taxes	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Buyer	Buyer	Buyer	Buyer
Delivery to Destination	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Buyer	Buyer	Buyer	Buyer
Seller/Buyer	* There are actually two FCA terms: FCA Seller's Premises where the seller is responsible only for loading the goods and not responsible for inland freight; and FCA Named Place (International Carrier) where the seller is responsible for inland freight.										
No Obligation	Neither the Seller or the Buyer have an obligation to secure cargo insurance however upon request, the Buyer or Seller must provide information necessary to obtain insurance by the requesting party										

* INCOTERM RULES ARE NOT LAW AND WILL NOT RESOLVE ALL PROBLEMS IN TRADE. ABOVE DEFINITIONS ARE TO BE USED AS A GUIDELINE ONLY.