

## Incoterms<sup>®</sup> 2010 Reference Chart

Mode of Transportation	All	All	Sea and Inland Waterway	Sea and Inland Waterway	Sea and Inland Waterway	Sea and Inland Waterway	All	All	All	All	All											
Terms	EXW Ex Works (Place)	FCA Free Carrier (Place)	FAS Free Alongside Ship (Port)	FOB Free Onboard Vessel (Port)	CFR Cost & Freight (Port)	CIF Cost, Insurance & Freight (Port)	CPT* Carriage Paid to (Place)	CIP* Carriage & Insurance Paid To (Place)	DAT Delivered at Terminal (Place/Port)	DAP Delivered at Terminal (Place)	DDP Delivered Duty Paid											
Which Party is Responsible for Charges and Risk - (S) - Seller, (B) - Buyer																						
Services	Risk	Cost	Risk	Cost	Risk	Cost	Risk	Cost	Risk	Cost	Risk	Cost	Risk	Cost	Risk	Cost	Risk	Cost	Risk	Cost	Risk	Cost
Warehouse Services	S	S	S	S	S	S	S	S	S	S	S	S	S	S	S	S	S	S	S	S	S	S
Export Packing	S	S	S	S	S	S	S	S	S	S	S	S	S	S	S	S	S	S	S	S	S	S
Loading Charges	B	B	S	S	S	S	S	S	S	S	S	S	S	S	S	S	S	S	S	S	S	S
Inland Freight	B	B	S	S	S	S	S	S	S	S	S	S	S	S	S	S	S	S	S	S	S	S
Export Clearance	B	B	S	S	S	S	S	S	S	S	S	S	S	S	S	S	S	S	S	S	S	S
Terminal Charges	B	B	B	B	S	S	S	S	S	S	S	S	B	S	B	S	S	S	S	S	S	S
Forwarder's Fees	B	B	B	B	B	B	B	B	S	S	S	S	B	S	B	S	S	S	S	S	S	S
Loading on Vessel	B	B	B	B	B	B	S	S	S	S	S	S	B	S	B	S	S	S	S	S	S	S
Ocean/Air Freight	B	B	B	B	B	B	B	B	B	S	B	S	B	S	B	S	S	S	S	S	S	S
Arrival Charges	B	B	B	B	B	B	B	B	B	B	B	B	B	S	B	S	S	S	S	S	S	S
Duty, Taxes, Customs Clearance	B	B	B	B	B	B	B	B	B	B	B	B	B	B	B	B	B	B	B	B	S	S
Delivery to Destination	B	B	B	B	B	B	B	B	B	B	B	B	B	B	B	B	B	B	S	S	S	S

\*- Risk of loss or damage is transferred from the Seller to the Buyer when the merchandise has been delivered to the first carrier

\*\*- Responsibility could be either the buyer or seller.

This chart is for easy reference only

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<i>Mode of Transport</i>	<i>INCOTERMS 2010</i>	<i>Seller's Responsibility</i>	<i>Buyer's Responsibility</i>
Any mode, including multimodal	EXW – Ex Works (...named place)	Have goods ready when promised and export packed to the extent the shipping particulars are made known.	Everything else (pre-carriage, export clearance, main-carriage, import clearance, on-carriage)
Any mode, including multimodal	FCA – Free Carrier (...named place)	Have goods ready when promised and export packed to the extent the shipping particulars are made known. If carrier picks up, load collecting conveyance. Otherwise, deliver to designated place without unloading. Arrange export clearance.	Pre-carriage (unless place is carrier's terminal), main-carriage, import clearance, on-carriage.
Sea and Inland Waterway	FAS – Free Alongside Ship (...named port of shipment)	Deliver the goods, appropriately export packed, alongside the vessel designated by the buyer at the port designated by the buyer. Arrange export clearance. Seller is responsible for terminal handling, but <u>not</u> vessel loading.	Vessel loading, main-carriage, import clearance, on-carriage
Sea and Inland Waterway	FOB – Free on Board (...named port of shipment)	Deliver the goods, appropriately export packed, past the rail of the vessel designated by the buyer at the port designated by the buyer. Arrange export clearance.	Main-carriage, import clearance, on-carriage
Sea and Inland Waterway	CFR – Cost and Freight (...named port of destination)	Deliver the goods appropriately export packed, on board the vessel, and pay all transport costs to the point of destination. Arrange export clearance. (Seller responsibility ends on the seller's side)	Unloading, import clearance, on-carriage
Sea and Inland Waterway	CIF – Cost, Insurance and Freight (...named port of destination)	Deliver the goods, appropriately export packed, on board the vessel, and pay all transport costs to the port of destination. Purchase at least minimum cover marine cargo insurance. Arrange export clearance	Unloading, import clearance, on-carriage

<i>Mode of Transport</i>	<i>INCOTERMS 2010</i>	<i>Seller's Responsibility</i>	<i>Buyer's Responsibility</i>
Any mode, including multimodal	CPT – Carriage Paid To (...named place of destination)	Deliver the goods appropriately export packed, to the carrier to transport the goods to the named place of destination by a usual route and in a customary manner, and pay all transport costs to the place of destination. Arrange export clearance.	Import clearance, on-carriage if the place of destination is an arrival point (airport, seaport)
Any mode, including multimodal	CIP – Carriage and Insurance Paid To (... named place of destination)	Deliver the goods, appropriately export packed, to the carrier to transport the goods to the named place of destination by a usual route and in a customary manner, and pay all transport costs to the place of destination. Purchase at least minimum cover marine cargo insurance. Arrange export clearance	Import clearance, on-carriage if the place of destination is an arrival point (airport, seaport)
Any mode, including multimodal	DAT – Delivered at Terminal (...named terminal of destination)	Arrange for export clearance, deliver the goods appropriately packaged at the named destination and pay all transport costs <u>including</u> unloading.	Import clearance and on-carriage.
Any mode, including multimodal	DAP – Delivered at Place (...named place of destination)	Responsible for export clearance, delivery of goods appropriately packaged to named destination and all transport costs thereto.	Responsible for unloading, import clearance and on carriage.
Any mode, including multimodal	DDP – Delivered Duty Paid (...named port of destination)	Deliver the goods, appropriately export packed, to the named place of destination, and pay all costs involved in getting them there. Arrange export clearance and import clearance.	On-carriage if the named place is an arrival point (airport or seaport).