



INCOTERMS ® 2010 QUICK REFERENCE CHART

SERVICES	RULES FOR ANY MODE OR MODES OF TRANSPORT						RULES FOR SEA & INLAND WATERWAY TRANSPORT				
	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
	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
MARKING & LABELING	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER
BLOCK & BRACE	1	1	1	1	1	1	1	1	1	1	1
EXPORT CLEARANCE (EEI, AES)	BUYER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER
FRT 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	SELLER	BUYER	BUYER	BUYER	BUYER
DUTY, CUSTOMS FEES, TAXES	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	SELLER	BUYER	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

- 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 SELLERS 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 OR THE SELLER TO INSURE THE GOODS, THEREFORE THIS ISSUE SHOULD BE ADDRESSED WITHIN IN THE SALES CONTRACT
- 4 - CHARGES PAID BY THE BUYER OR SELLER DEPENDING ON THE CONTRACT OF CARRIAGE
- 5 - CHARGES PAID BY THE SELLER IF THROUGH BILL OF LADING OR DOOR TO DOOR RATE TO BUYER'S DESTINATION IS ARRANGED