

INCOTERMS® 2010 QUICK REFERENCE CHART

INCOTERMS® 2010	EXW	FCA	CPT	CIP	DAT	DAP	DDP
SERVICES	Who Pays	Who Pays	Who Pays	Who Pays	Who Pays	Who Pays	Who Pays
Export Packing	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Marking & Labeling	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Block and Brace	1	1	1	1	1	1	1
Export Clearance (License, EEI/AES)	Buyer	Seller	Seller	Seller	Seller	Seller	Seller
Freight Forwarder Documentation Fees	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller
Inland Freight to Main Carrier	Buyer	2	Seller	Seller	Seller	Seller	Seller
Origin Terminal Charges	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller
Vessel Loading Charges	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller
Ocean Freight / Air Freight	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller
Nominate Export Forwarder	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller
Marine Insurance	3	3	3	Seller	3	3	3
Unload Main Carrier Charges	Buyer	Buyer	4	4	Seller	Seller	Seller
Destination Terminal Charges	Buyer	Buyer	4	4	4	Seller	Seller
Nominate On-Carrier	Buyer	Buyer	5	5	5	5	Seller
Security Information Requirements	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer
Customs Broker Clearance Fees	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller
Duty, Customs Fees, Taxes	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller
Delivery to Buyer Destination	Buyer	Buyer	5	5	5	5	Seller
Delivering Carrier Unloading	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer

Notes:

- 1 – Incoterms® 2010 does not allocate this task to the Buyer or the Seller and therefore it should be addressed 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 – Marine Insurance – The obligation to arrange insurance is only covered under CIP & CIF. Under all other terms it must be addressed in the sales contract
- 4 – Terminal Charges paid by Buyer or Seller depending on Carrier practice to include/exclude in transport charges
- 5 – Delivery to Buyer Destination paid by Seller if through Bill of Lading or door-to-door rate to Buyer’s destination

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WWW.ICCBKOOKS.COM



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Nominate Export Forwarder	Buyer	Buyer	Seller	Seller
Marine Insurance	3	3	3	Seller
Unload Main Carrier Charges	Buyer	Buyer	4	4
Destination Terminal Charges	Buyer	Buyer	4	4
Nominate On-Carrier	Buyer	Buyer	Buyer	Buyer
Security Information Requirements	Buyer	Buyer	Buyer	Buyer
Customs Broker Clearance Fees	Buyer	Buyer	Buyer	Buyer
Duty, Customs Fees, Taxes	Buyer	Buyer	Buyer	Buyer
Delivery to Buyer Destination	Buyer	Buyer	Buyer	Buyer
Delivering Carrier Unloading	Buyer	Buyer	Buyer	Buyer

RULES FOR ANY MODE OR MODES OF TRANSPORT

EXW = EX WORKS
FCA = FREE CARRIER
CPT = CARRIAGE PAID TO
CIP = CARRIAGE AND INSURANCE PAID TO
DAT = DELIVERED AT TERMINAL
DAP = DELIVERED AT PLACE
DDP = DELIVERED DUTY PAID

RULES FOR SEA AND INLAND WATERWAY TRANSPORT

FAS = FREE ALONGSIDE SHIP
FOB = FREE ON BOARD
CFR = COST AND FREIGHT
CIF = COST, INSURANCE AND FREIGHT



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