

# Incoterms 2010

- General Transport
  - EXW – Ex Works (named place)
  - FCA – Free Carrier (named place of delivery)
  - CPT – Carriage Paid To (named place of destination)
  - CIP – Carriage and Insurance Paid to (named place of destination)
  - DAT – Delivered at Terminal (named terminal at port or place of destination)
  - DAP – Delivered at Place (named place of destination)
  - DDP – Delivered Duty Paid (named place of destination)
  
- Sea and Inland Waterway Transport
  - FAS – Free Alongside Ship (named port of shipment)
  - FOB – Free on Board (named port of shipment)
  - CFR – Cost and Freight (named port of destination)
  - CIF – Cost, Insurance and Freight (named port of destination)
  
- Previous terms from *Incoterms 2000* eliminated from *Incoterms 2010*
  - DAF – Delivered at Frontier (named place of delivery)
  - DES – Delivered Ex Ship
  - DEQ – Delivered Ex Quay (named port of delivery)
  - DDU – Delivered Duty Unpaid (named place of destination)

# INCOTERMS® 2010 REFERENCE CHART

	<i>Rules for any mode or modes of transport</i>							<i>Rules for sea and inland waterway transport</i>			
	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
SERVICES	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 and Brace	1	1	1	1	1	1	1	1	1	1	1
Export Formalities	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Freight Forwarder 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 Port/Terminal Fees	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Buyer	Seller	Seller	Seller
Vessel Loading Fees	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Buyer	Seller	Seller	Seller
Ocean or Airfreight	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Seller	Seller
Nomination of US Freight 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/Port Fees	Buyer	Buyer	4	4	4	Seller	Seller	Buyer	Buyer	4	4
Nomination of On-Carriage	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 Entry Service Fees	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Buyer	Buyer	Buyer	Buyer
Duties, Taxes, Customs Fees	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Buyer	Buyer	Buyer	Buyer
Deliver to Buyer	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® 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® 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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