

INCOTERMS® 2010 REFERENCE CHART

	Any Transportation Mode		Sea / Inland Waterway Transport				Any Transport Mode				
	EXW	FCA	FAS	FOB	CFR	CIF	CPT	CIP	DAT	DAP	DDP
Charges/Fees	Ex Works	Free Carrier	Free Alongside Ship	Free On Board	Cost & Freight	Cost Insurance & Freight	Carriage Paid To	Carriage Insurance Paid To	Delivered at Terminal	Delivered at Place	Delivery Duty Paid
Packaging	Buyer or Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Loading Charges	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Delivery to Port/Place	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Export Duty & Taxes	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Origin Terminal Charges	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Loading on Carriage	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Carriage Charges	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Insurance						Seller		Seller			
Destination Terminal Charges	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller
Delivery to Destination	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller
Import Duty & Taxes	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller

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Category	Incoterm	Code	Sellers Obligations	Buyer's Obligations	Destination	Principal Transport
Ex works	Ex Works	EXC	Works		Agreed Place	Truck, Airplane, Ship, Locomotive
	Free Carrier	FCA	Carrier	Destination's Place	Agreed Place	Truck, Airplane, Ship, Locomotive
Free	Free Alongside Ship	FAS	Alongside Ship	Destination's Place	Embarcation's Port	Ship
	Free On Board	FOB	On Board	Destination's Place	Embarcation's Port	Ship
	Cost and Freight	CFR	On Board	Destination's Place	Destination's Port	Ship
Carriage	Cost, Insurance and Freight	CIF	On Board	Destination's Place	Destination's Port	Ship
	Carriage Paid To	CPT	Quay	Destination's Place	Destination's Place	Truck, Airplane, Ship, Locomotive
	Carriage and Insurance Paid To	CIP	Quay	Destination's Place	Destination's Place	Truck, Airplane, Ship, Locomotive
	Delivered at Terminal	DAT	Arrival	Destination's Place	Destination's Place	Truck, Airplane, Ship, Locomotive
Delivered	Delivered at Place	DAP	Arrival	Destination's Place	Destination's Place	Truck, Airplane, Ship, Locomotive
	Delivered Duty Paid	DDP	Arrival	Destination's Place	Destination's Place	Truck, Airplane, Ship, Locomotive

Sellers Obligations
Buyer's Obligations
Sellers Expenses and Risks
Buyers Expenses and Risks