



INCOTERMS® 2010 QUICK REFERENCE GUIDE

Rules for any mode or modes of transport											Rules for sea and 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					
SERVICES															
Export Packing	Who Pays	Who Pays	Who Pays	Who Pays	Who Pays	Who Pays	Who Pays	Who Pays	Who Pays	Who Pays					
Marking & Labeling	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller					
Block & Brace	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller					
Export Clearance (License, EEI/AES)	1	1	1	1	1	1	1	1	1	1					
Freight Forwarder Documentation Fees	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller					
Inland Freight to Main Carrier	Buyer	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Seller	Seller					
Origin Terminal Charges	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller					
Vessel Loading Charges	Buyer	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Seller	Seller					
Ocean Freight / Air Freight	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller					
Nominate Export Forwarder	Buyer	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer	Buyer					
Marine Insurance	3	3	Seller	3	3	3	3	3	3	Seller					
Unload Main Carrier Charges	Buyer	4	4	Seller	Seller	Seller	Buyer	Buyer	4	4					
Destination Terminal Charges	Buyer	4	4	4	Seller	Seller	Buyer	Buyer	4	4					
Nominate On-Carrier	Buyer	5	5	5	5	5	Buyer	Buyer	Buyer	Buyer					
Security Information Requirements	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer					
Customs Broker Clearance Fees	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Buyer	Buyer	Buyer	Buyer					
Duties, Customs Fees, Taxes	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Buyer	Buyer	Buyer	Buyer					
Delivery to Buyer Destination	Buyer	Buyer	5	5	5	5	Buyer	Buyer	Buyer	Buyer					
Delivering Carrier Unloading	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 the seller to insure the goods, therefore, this issue is to 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.