



INCOTERMS 2010

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SERVICE / TERMS	EXW	FCA	FAS	FOB PORT	CFR**	CIF**	CPT***	CIP***	DAP	DAT	DDP
	EX WORKS	FREE CARRIER	FREE ALONG-SIDE SHIP	FREE ONBOARD VESSEL	COST & FREIGHT	COST, INSURANCE & FREIGHT	CARRIAGE PAID TO	CARRIAGE, INSURANCE PAID TO	DELIVERED EX SHIP	DELIVERY AT Terminal + Named place	DELIVERY DUTY PAID
WAREHOUSE STORAGE AT POINT OF ORIGIN	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER
WAREHOUSE LABOR CHARGE AT POINT OF ORIGIN	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER
EXPORT PACKING	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER
LOADING AT POINT OF ORIGIN	BUYER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER
INLAND FREIGHT	BUYER	BUYER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER
PORT RECEIVING CHARGES	BUYER	BUYER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER
FORWARDERS FEES	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER
INSURANCE	BUYER	BUYER	BUYER	BUYER	BUYER	SELLER	BUYER	SELLER	BUYER/SELLER****	BUYER/SELLER****	BUYER/SELLER****
LOADING ON OCEAN CARRIER	BUYER	BUYER	BUYER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER
OCEAN / AIR FREIGHT	BUYER	BUYER	BUYER	BUYER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER
CHARGES IN FOREIGN PORT / AIRPORT	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	SELLER	SELLER
CUSTOMS FORMALITIES	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	SELLER
CUSTOMS DUTIES & TAXES	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	SELLER
DELIVERY CHARGES TO FINAL DESTINATION	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER*	BUYER/SELLER*	SELLER

• THIS CHART IS FOR REFERENCE ONLY AND DOES NOT REPLACE A CONTRACT BETWEEN BUYER / SELLER

*Depends on the named place of deliver specified in contract

** Risk of loss or damage is transferred from seller to buyer when the goods are loaded on the vessel

***Risk of loss or damage is transferred from seller to buyer when the goods are delivered to the first carrier

****As Specified in Contract

Notes:

- ◆ Incoterms must always be accompanied by a “named place” including city, province/ state and country. The international Chamber of Commerce updates Incoterms every ten years, most recently in 2010. Because the implications and interpretations differ between publications, the year of the revised publication should also be stated. Example of correct Inco statement: “FOB Houston, Texas, USA, Incoterms 2010”.
- ◆ Incoterms identify risk and cost to the seller and buyer, but not identify title transference.
- ◆ All reference to the cost of “ customs clearance” includes not only duty and/ or other government levy but also administrative associated with fulfilling that process.
- ◆ The exporter and/ or importer may or may not be the seller or buyer. Exporter and importer status are specifically governed by the particular laws of the country of export and country of import.