

INCOTERMS 2010 REFERENCE CHART

Cost sharing between Seller and Buyer

Mode of Transport	INCOTERM	Packaging & Checking	Loading Seller's premises	Transport In Origin (pre-carriage)	Customs Clearance Export	Terminal Charges origin	Main Transport Charges	Transport Insurance	terminal Charges Destination	Customs Clearance Import	Transport Destination On-Carriage	Unloading Buyer's premises
EXW	Ex Works	Seller	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer*	Buyer	Buyer	Buyer	Buyer
FCA	Free Carrier	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer*	Buyer	Buyer	Buyer	Buyer
FAS	Free Alongside Ship	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer*	Buyer	Buyer	Buyer	Buyer
FOB	Free On Board	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer*	Buyer	Buyer	Buyer	Buyer
CPT	Carriage Paid To	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer*	Buyer	Buyer	Buyer	Buyer
CFR	Cost & Freight	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer*	Buyer	Buyer	Buyer	Buyer
CIP	Carriage Insurance & Paid To	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer	Buyer
CIF	Cost, Insurance & Freight	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer	Buyer
DAT	Delivered At Terminal	Seller	Seller	Seller	Seller	Seller	Seller	Seller**	Seller	Buyer	Buyer	Buyer
DAP	Delivered At Place	Seller	Seller	Seller	Seller	Seller	Seller	Seller**	Seller	Buyer	Seller	Buyer
DDP	Delivered Duty Paid	Seller	Seller	Seller	Seller	Seller	Seller	Seller**	Seller	Seller	Seller	Buyer

*No obligation to obtain an insurance contract, though the risks are bear by the Buyer. ** No obligation to obtain an insurance contract, though the risks are bear by the Seller

This chart is designed to provide a basic level of understanding of Incoterms 2010.

For a fuller explanation of each Incoterm, please refer to the International Chamber of Commerce <http://www.iccwbo.org/>