



# INCOTERMS 2010

## INCOTERM Chart

| INCOTERMS 2010               | COLLECT TERMS          |                        |                          |                          | PREPAID TERMS            |                           |                        |                              |                        |                        |                        |
|------------------------------|------------------------|------------------------|--------------------------|--------------------------|--------------------------|---------------------------|------------------------|------------------------------|------------------------|------------------------|------------------------|
|                              | EXW                    | FCA                    | FAS                      | FOB                      | CFR                      | CIF                       | CPT                    | CIP                          | DAT                    | DAP                    | DDP                    |
|                              | EXWORKS                | 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     | DELIVERED DUTY PAID    |
| SERVICES                     | ALL MODES OF TRANSPORT | ALL MODES OF TRANSPORT | SEA/INLAND WATERWAY ONLY | SEA/INLAND WATERWAY ONLY | SEA/INLAND WATERWAY ONLY | SEA/INLAND WATERWAY ONLY  | ALL MODES OF TRANSPORT | ALL MODES OF TRANSPORT       | ALL MODES OF TRANSPORT | ALL MODES OF TRANSPORT | ALL MODES OF TRANSPORT |
| WAREHOUSE STORAGE            | SELLER                 | SELLER                 | SELLER                   | SELLER                   | SELLER                   | SELLER                    | SELLER                 | SELLER                       | SELLER                 | SELLER                 | SELLER                 |
| WAREHOUSE LABOR              | 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 CHARGES              | BUYER                  | SELLER                 | SELLER                   | SELLER                   | SELLER                   | SELLER                    | SELLER                 | SELLER                       | SELLER                 | SELLER                 | SELLER                 |
| INLAND FREIGHT               | BUYER                  | SELLER                 | SELLER                   | SELLER                   | SELLER                   | SELLER                    | SELLER                 | SELLER                       | SELLER                 | SELLER                 | SELLER                 |
| EXPORT CUSTOMS FORMALITIES   | 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 VESSEL            | BUYER                  | BUYER                  | BUYER                    | SELLER                   | SELLER                   | SELLER                    | SELLER                 | SELLER                       | SELLER                 | SELLER                 | SELLER                 |
| FREIGHT                      | BUYER                  | BUYER                  | BUYER                    | BUYER                    | SELLER                   | SELLER                    | SELLER                 | SELLER                       | SELLER                 | SELLER                 | SELLER                 |
| CARGO INSURANCE              | BUYER                  | BUYER                  | BUYER                    | BUYER                    | BUYER                    | SELLER                    | BUYER                  | SELLER                       | SELLER                 | SELLER                 | SELLER                 |
| DESTINATION TERMINAL CHARGES | BUYER                  | BUYER                  | BUYER                    | BUYER                    | BUYER                    | BUYER                     | BUYER                  | BUYER                        | SELLER                 | SELLER                 | SELLER                 |
| DELIVERY TO DESTINATION      | BUYER                  | BUYER                  | BUYER                    | BUYER                    | BUYER                    | BUYER                     | BUYER                  | BUYER                        | BUYER                  | SELLER                 | SELLER                 |
| IMPORT CUSTOMS FORMALITIES   | BUYER                  | BUYER                  | BUYER                    | BUYER                    | BUYER                    | BUYER                     | BUYER                  | BUYER                        | BUYER                  | BUYER                  | SELLER                 |
| DUTIES & TAXES               | BUYER                  | BUYER                  | BUYER                    | BUYER                    | BUYER                    | BUYER                     | BUYER                  | BUYER                        | BUYER                  | BUYER                  | SELLER                 |

*Port Brokers - Port Air Cargo - Port Forwarding*