

INCOTERMS 2010 REFERENCE CHART



TRANSPORT MODE	INCOTERM	PACKING	LOADING SELLER'S PREMISES	TRANSPORT AT ORIGIN	EXPORT CUSTOMS CLEARANCE	ORIGIN TERMINAL CHARGES	MAIN TRANSPORT CHARGES	TRANSPORT INSURANCE	DESTINATION TERMINAL CHARGES	IMPORT CUSTOMS CLEARANCE	TRANSPORT AT DESTINATION	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 and 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

