

# INCOTERMS 2010 REFERENCE CHART

| SERVICES                             | 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 |
|                                      | WHO PAYS                                 | WHO PAYS     | WHO PAYS         | WHO PAYS                     | WHO PAYS              | WHO PAYS           | WHO PAYS            | WHO PAYS                                    | WHO PAYS      | WHO PAYS       | WHO PAYS                  |
| EXPORT PACKING                       | Seller                                   | Seller       | Seller           | Seller                       | Seller                | Seller             | Seller              | Seller                                      | Seller        | Seller         | Seller                    |
| MARKING & LABELLING                  | Seller                                   | Seller       | Seller           | Seller                       | Seller                | Seller             | Seller              | Seller                                      | Seller        | Seller         | Seller                    |
| BLOCK AND BRACE                      | 1  | 1            | 1                | 1                            | 1                     | 1                  | 1                   | 1   | 1             | 1              | 1                         |
| EXPORT CLEARANCES (LICENSE, EEI/AES) | Buyer                                    | Seller       | Seller           | Seller                       | Seller                | Seller             | Seller              | Seller                                      | Seller        | Seller         | Seller                    |
| FREIGHT FORWARDER DOCUMENTATION FEES | Buyer                                    | Buyer        | Seller           | Seller                       | Seller                | Seller             | Seller              | Buyer                                       | Buyer         | Seller         | Seller                    |
| INLAND FREIGHT TO MAIN CARRIER       | Buyer                                    | 2            | Seller           | Seller                       | Seller                | Seller             | Seller              | Seller                                      | Seller        | Seller         | Seller                    |
| ORIGIN TERMINAL CHARGES              | Buyer                                    | Buyer        | Seller           | Seller                       | Seller                | Seller             | Seller              | Buyer                                       | Seller        | Seller         | Seller                    |
| VESSEL LOADING CHARGES               | Buyer                                    | Buyer        | Seller           | Seller                       | Seller                | Seller             | Seller              | Buyer                                       | Seller        | Seller         | Seller                    |
| OCEAN FREIGHT / AIR FREIGHT          | Buyer                                    | Buyer        | Seller           | Seller                       | Seller                | Seller             | Seller              | Buyer                                       | Buyer         | Seller         | Seller                    |
| NOMINATE EXPORT FORWARDER            | Buyer                                    | Buyer        | Seller           | Seller                       | Seller                | Seller             | Seller              | Buyer                                       | Buyer         | Seller         | Seller                    |
| MARINE INSURANCE                     | 3  | 3            | 3                | Seller                       | 3                     | 3                  | 3                   | 3   | 3             | 3              | Seller                    |
| UNLOAD MAIN CARRIER CHARGES          | Buyer                                    | Buyer        | 4                | 4                            | Seller                | Seller             | Seller              | Buyer                                       | Buyer         | 4              | 4                         |
| DESTINATION TERMINAL CHARGES         | Buyer                                    | Buyer        | 4                | 4                            | 4                     | Seller             | Seller              | Buyer                                       | Buyer         | 4              | 4                         |
| NOMINATE ON-CARRIER                  | Buyer                                    | Buyer        | 5                | 5                            | 5                     | 5                  | Seller              | Buyer                                       | Buyer         | Buyer          | Buyer                     |
| SECURITY INFORMATION REQUESTS        | Buyer                                    | Buyer        | Buyer            | Buyer                        | Buyer                 | Buyer              | Buyer               | Buyer                                       | Buyer         | Buyer          | Buyer                     |
| CUSTOMS BROKER CLEARANCE FEES        | Buyer                                    | Buyer        | Buyer            | Buyer                        | Buyer                 | Buyer              | Seller              | Buyer                                       | Buyer         | Buyer          | Buyer                     |
| DUTY, CUSTOMS FEES, TAXES            | Buyer                                    | Buyer        | Buyer            | Buyer                        | Buyer                 | Buyer              | Seller              | Buyer                                       | Buyer         | Buyer          | Buyer                     |
| DELIVERY TO BUYER DESTINATION        | Buyer                                    | Buyer        | 5                | 5                            | 5                     | 5                  | Seller              | Buyer                                       | Buyer         | Buyer          | Buyer                     |
| DELIVERING CARRIER UNLOADING         | Buyer                                    | Buyer        | Buyer            | Buyer                        | Buyer                 | Buyer              | Buyer               | Buyer                                       | Buyer         | Buyer          | Buyer                     |

- Notes:
- 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.
  - 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
  - Incoterms 2010 does not obligate the buyer nor must the seller to insure the goods, therefore this issue be addressed elsewhere in the sales contract.
  - Charges paid by Buyer or Seller depending on contract of carriage
  - Charges paid by Seller if through bill of Lading or door-to-door rate to Buyer's destination