

Basic Understanding of Incoterms 2010 Rules and Definitions.

Via any Mode of Transport													
	CFR	CPT	CIF	CIP	DAF	DES	DEQ	DDP	DDU	EXW	FAS	FCA	FOB
Export Packing	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller Buyer	Seller	Seller	Seller
Loading	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Seller	Seller	Seller
Inland Carriage	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Seller	Seller	Seller
Terminal Charges	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Seller	Buyer	Seller
Loading on Vessel	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer	Seller
Freight	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer	Buyer
Arrival Charges	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer	Buyer
Delivery to Destination	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Buyer	Buyer	Buyer	Buyer
Insurance			Seller	Seller									
Duty & Taxes	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Buyer	Buyer	Buyer	Buyer	Buyer

Incoterms - Definitions

CFR – “Cost & Freight” Named port of destination

CPT- “Carriage Paid To” Named place of destination

CIF- Cost, Insurance & Freight

CIP- “Carriage and Insurance Paid To” Named place of destination

DAF – “Delivered at Frontier” Named place

DES – “Delivered Ex Ship” Named port of destination

DEQ – “Delivered Ex Quay” Names port of destination

DDP – “Delivered Duty Paid” Named place of destination

DDU – “Delivered Duty Unpaid” Named place of destination

EXW – Ex-Works

FAS - “Free Alongside Ship” Named port of shipment

FCA – “Free Carrier” Named place

FOB – “Free On Board” Named port of shipment