



INCOTERMS 2010

| 3 letter Designation | EXW | FCA | FAS | FOB | CFR | CIF | CPT | CIP | DAF | DES | DEQ | DDU | DDP |
|---------------------------------------|-----------|------------------|---------------------|----------------------|----------------------|---------------------------|----------------------|------------------------------|-----------------------|---------------------|----------------------------------|------------------------|----------------------|
| Term | Ex-Works | Free Carrier | Free Alongside Ship | Free On-Board Vessel | Cost & Freight | Cost, Insurance & Freight | Carriage Paid To | Carriage & Insurance Paid To | Delivery at Frontier | Delivered Ex - Ship | Delivered Ex - Quay, Duty Unpaid | Delivered, Duty Unpaid | Delivered, Duty Paid |
| Mode | Departure | Carrier Involved | | | Ocean | | Air & Land | | Seller Pays Insurance | | | | |
| Insurance | | | | | Buyer Pays Insurance | Seller Pays Insurance | Buyer Pays Insurance | Seller Pays Insurance | | | | | |
| Warehouse Storage at Point of Origin | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller |
| Warehouse Labour at Point of Origin | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller |
| Export Packing | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller |
| Loading at Point of Origin | Buyer | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller |
| Inland Freight | Buyer | Buyer | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller |
| Port Receiving Charges | Buyer | Buyer | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller |
| Forwarders Fee | Buyer | Buyer | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller |
| Loading on Ocean Carrier | Buyer | Buyer | Buyer | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller |
| Ocean / Air Freight Charges | Buyer | Buyer | Buyer | Buyer | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller | Seller |
| Charges at Foreign Port / Airport | Buyer | Buyer | Buyer | Buyer | Buyer | Buyer | Seller | Seller | Seller | Buyer | Seller | Seller | Seller |
| Customs Duties & Taxes Abroad | Buyer | Buyer | Buyer | Buyer | Buyer | Buyer | Buyer | Buyer | Buyer | Buyer | Buyer | Buyer | Seller |
| Delivery Charges to Final Destination | Buyer | Buyer | Buyer | Buyer | Buyer | Buyer | Buyer | Buyer | Buyer | Buyer | Buyer | Seller | Seller |