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# INCOTerms® 2010: Practical Application

|                              | EXW                | FCA          | FAS                 | FOB                           | CFR              | CIF                         | CPT                | CIP                            | DAT                   | DAP                | DDP                 |
|------------------------------|--------------------|--------------|---------------------|-------------------------------|------------------|-----------------------------|--------------------|--------------------------------|-----------------------|--------------------|---------------------|
| Charges and Fees             | Ex Works           | Free Carrier | Free Alongside Ship | Free Onboard                  | Cost and Freight | Cost, Insurance and Freight | Carriage Paid To   | Carriage and Insurance Paid To | Delivered at Terminal | Delivered at Place | Delivered Duty Paid |
| Packaging                    | Buyer or Seller    | Seller       | Seller              | Seller                        | Seller           | Seller                      | Seller             | Seller                         | Seller                | Seller             | Seller              |
| Loading Charges              | Buyer              | Seller*      | Seller              | Seller                        | Seller           | Seller                      | Seller             | Seller                         | Seller                | Seller             | Seller              |
| Delivery to Port / Place     | Buyer              | Seller       | Seller              | Seller                        | Seller           | Seller                      | Seller             | Seller                         | Seller                | Seller             | Seller              |
| Export Duty and Taxes        | 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 Carriage          | Buyer              | Buyer        | Buyer               | Seller                        | Seller           | Seller                      | Seller             | Seller                         | Seller                | Seller             | Seller              |
| Carriage Charges             | Buyer              | Buyer        | Buyer               | Buyer                         | Seller           | Seller                      | Seller             | Seller                         | Seller                | Seller             | Seller              |
| Insurance                    |                    |              |                     |                               |                  | Seller                      |                    | Seller                         |                       |                    |                     |
| Destination Terminal Charges | Buyer              | Buyer        | Buyer               | Buyer                         | Buyer            | Buyer                       | Seller             | Seller                         | Seller                | Seller             | Seller              |
| Delivery To Destination      | Buyer              | Buyer        | Buyer               | Buyer                         | Buyer            | Buyer                       | Buyer              | Buyer                          | Buyer                 | Seller             | Seller              |
| Import Duty and Taxes        | Buyer              | Buyer        | Buyer               | Buyer                         | Buyer            | Buyer                       | Buyer              | Buyer                          | Buyer                 | Buyer              | Seller              |
|                              | Any Transport Mode |              |                     | Sea/Inland Waterway Transport |                  |                             | Any Transport Mode |                                |                       |                    |                     |

This chart is intended to be used as a fundamental guideline for INCOTerms 2010. Complete information on Incoterms® 2010 is available at the ICC website, [www.iccwbo.org/incoterms](http://www.iccwbo.org/incoterms). Incoterms® is a Registered Trademark of the International Chamber of Commerce. \*Loading charges are the responsibility of the seller, if the terms state FCA at sellers facility.