

# Incoterms 2010®

Responsibility Matrix - Obligations of Importer (Buyer) and Exporter (Seller)



*Business Delivered Logically ...*

DEPARTURE		Main Carriage Unpaid			Main Carriage Paid				Arrival		
Service	EXW	FCA	FAS	FOB	CFR	CIF	CPT	CIP	DAT	DAP	DDP
	Ex-Works (place)	Free carrier (place)	Free Alongside Ship(port)	Free On Board (port)	Cost & Freight (port)	Cost of Insurance & freight (port)	Carriage Port To (Place)	Carriage & Insurance Paid To (Place)	Delivered at Terminal (Place/Port)	Delivered at Place (Place)	Delivered Duty Paid (Place)
Obligation and Charges											
Warehouse Services	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Export Packing	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
Inland Freight	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Port Receiving Charges	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Forwarder Fees	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Ocean/Air Freight	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Charges In Foreign Port	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller
Customs Clearance	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller
Customs Duties	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	Seller	Seller

## Recommended Modes of Transportation

Mode	Term		Incoterms Rules and Standards
Any Mode of Transport Including Multimodal	<b>EXW</b>	Ex Works (...Named Place of Delivery)	Incoterms only relate to trade terms in the contract of sales between the buyer and seller and donot deal with the contract of carriage
	<b>FCA</b>	Free Carrier (...Named Place of Delivery)	
	<b>CPT</b>	Carrier Paid To (...Named Place of Destination)	The responsibilities listed on the front of this document can be altered / changed as long as there is an agreement between the buyer and seller.
	<b>CIP</b>	Carriage and Insurance Paid To	
	<b>DAT</b>	Delivered at Terminal (...Named Place/Port of Delivery)	Incoterms donot identify where the transfer of ownership or title occur. A separate statement regarding ownership / transfer of title should be included on the purchase order, contract, quote, proforma invoice and or commercial invoice.
	<b>DAP</b>	Delivered at Place (...Named Place of Destination)	
	<b>DDP</b>	Delivered Duty Paid (...Named Place of Destination)	
Ocean	<b>FAS</b>	Free Alongside Ship (...Named Port of Shipment)	Incoterms are not all inclusive and cannot address issues such as customary operations of carriers, ports,trade government regulations etc.
	<b>FOB</b>	Free On Board (...Named Port of Shipment)	Incoterms are written to reflect rather than dictate trade practices
	<b>CFR</b>	Cost and Frieght (...Named Port of Destination)	Only two incoterms express when insurance is to be bought and issued - CIP and CIF
	<b>CIF</b>	Cost,Insurance and Frieght (...Named Port of Destination)	



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