

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	CFI
	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*
Services	Who pays what	Who pays what	Who pays what	Who pays what	Who pays what	Who pays what	Who pays what	Who pays what	Who pays what	Who pays what	Who pays what
Export Packing	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Loading Charges	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Export Clearance (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	1	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Origin Terminal Charges	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Buyer	Seller	Seller	Seller
Loading on 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
Insurance	2	2	2	Seller	2	2	2	2	2	2	Seller
Unload Main Carrier Charges	Buyer	Buyer	3	3	Seller	Seller	Seller	Buyer	Buyer	3	3
Destination Terminal Charges	Buyer	Buyer	3	3	3	Seller	Seller	Buyer	Buyer	3	3
Customs Broker Clearance Fees	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Buyer	Buyer	Buyer	Buyer
Import Duty, Customs Fees, Taxes	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Buyer	Buyer	Buyer	Buyer
Delivery to Buyer Destination	Buyer	Buyer	4	4	4	4	Seller	Buyer	Buyer	Buyer	Buyer
Unloading	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer

* All incoterms need to have a (... named place) as specific as possible.

Notes 1 - 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.

2 - Incoterms does not obligate the buyer nor the seller to insure the goods, therefore this issue must be addressed elsewhere in the sales contract.

3 - Charges paid by Buyer & Seller depending on contract of carriage.

4 - Charges paid by Seller if through Bill of Lading or door-to-door rate to Buyer's destination.

Incoterms allocate costs, risks and obligations to seller or buyer in a contract for the sale of goods. They are not part of agreements with logistics service providers. Rhenus is not responsible for the correctness of this chart and not liable for any conclusions or actions based hereon. Incoterms is a registered trademark of the International Chamber of Commerce.