

INCOTERMS 2011

This Incoterms Table reflects buyer & seller responsibility for each type of shipment under the revised 11 different Incoterms governing shipment.

- **Green** indicates the **seller** has the responsibility to provide the service
- **Blue** indicates it is the **buyer's** responsibility

INCOTERMS	EXW	FAS	FCA	FOB	CFR	CIF	CPT	CIP	DAT	DAP	DDP
Load to truck	Blue	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green
Export – duty payment	Blue	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green
Transport to exporter's port	Blue	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green
Unload from truck at the origin's port	Blue	Blue	Green	Green	Green	Green	Green	Green	Green	Green	Green
Landing charges at origin's port	Blue	Blue	Blue	Green	Green	Green	Green	Green	Green	Green	Green
Transport to importer's port	Blue	Blue	Blue	Blue	Green	Green	Green	Green	Green	Green	Green
Landing charges at importer's port	Blue	Blue	Blue	Blue	Green	Green	Green	Green	Green	Green	Green
Unload onto trucks from the importer's port	Blue	Blue	Blue	Blue	Blue	Blue	Blue	Blue	Green	Green	Green
Transport to destination	Blue	Blue	Blue	Blue	Blue	Blue	Blue	Blue	Blue	Green	Green
Insurance	Blue	Blue	Blue	Blue	Blue	Green	Blue	Green	Blue	Blue	Blue
Entry – Customs clearance, Duties and Taxes	Blue	Blue	Blue	Blue	Blue	Blue	Blue	Blue	Blue	Blue	Green



EXW: Ex-Works

CPT: Carriage paid to

DAT: Delivered at terminal – NEW!

DDP: Delivered duty paid

FCA: Free Carrier

CIP: Carriage and insurance paid to (Air only)

DAP: Delivered at place – NEW!

Incoterms 2010 only applicable for sea and inland waterway transport:

FAS: Free alongside ship

FOB: Free on board

CFR: Cost and freight

CIF: Cost, insurance and freight