

Incoterms Matrix



	Sellers Address		Port of Departure		Place of Delivery									
	EXW	FCA	FCA	FAS	FOB	CFR	CIF	CPT	CIP	CIP	DAT	DAP	DAP	DDP
	all modes	all modes	all modes	ocean	ocean	ocean	ocean	all modes	all modes	all modes	all modes	all modes	all modes	all modes
Packing	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Checking Marking & Labeling	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Export Clearance	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Loading into the 1 st Carrier	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Lashing & Securing within the Container	Buyer	1	1	1	1	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Transport to the Port of Departure	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
FOB Charges	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Freight Charges	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Unloading on Destination Terminal	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Buyer	Seller
Destination THC Charges	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller
Customs Clearance	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller
Freight Charges to the Delivery Point	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller
Insurance ²	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Buyer	Seller	Seller	Seller	Seller	Seller	Seller
Taxes and Duties	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller

1). Incoterms 2010 rules do not deal with obligations for stowage into containers; this should be handled in the contract.

2). Insurance: each party is responsible to cover their own interests.