



INCOTERMS 2011

Chart of Responsibility

TERMS OF SALE

Incoterms	EXW	FAS	FCA	FOB	CFR	CIF	CPT	CIP	DAT	DAP	DDP
Load to truck	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Export- duty payment	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Transport to exporter's port	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Unload from truck at the origin's port	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Landing charges at origin's port	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Transport to importer's port	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Landing charges at importer's port	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Unload onto trucks from the importers' port	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller
Transport to destination	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller
Insurance	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Buyer	Seller	Buyer	Buyer	Buyer
Entry - Customs clearance, Duties and Taxes	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller
ODM GROUP	Seller	Seller					Buyer				



INCOTERMS 2011

List of Responsibility

- EXW : ex works
- FCA : free carrier
- CPT : carriage paid to
- CIP : carriage and insurance paid to
- DAT : delivered at terminal – NEW!
- DAP : delivered at place – NEW!
- DDP : delivered duty paid

- 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