













## DUTIES OF BUYER/SELLER ACCORDING TO INCOTERMS 2010

INCOTERM	 LOADING ON TRUCK (CARRIER)	 EXPORT CUSTOMS DECLARATION	 CARRIAGE TO PORT OF EXPORT	 UNLOADING OF TRUCK IN PORT OF EXPORT	 LOADING CHARGES IN PORT OF EXPORT	 FREIGHT TO PORT OF IMPORT	 UNLOADING CHARGES IN PORT OF IMPORT	 LOADING ON TRUCK IN PORT OF IMPORT	 CARRIAGE TO PLACE OF DESTINATION	 INSURANCE	 IMPORT CUSTOMS CLEARANCE	 IMPORT TAXES
EXW	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer
FCA	Seller	Seller	Seller	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer
FAS	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer
FOB	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer
CFR	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer
CIF	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer	Seller	Buyer	Buyer
DAT	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Seller	Buyer	Buyer
DAP	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer
CPT	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer
CIP	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer
DDP	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller

360 Logistics can provide expert assistance on negotiating contracts in relation to Incoterms. We also offer advice and consultation on a range of trade, regulatory and insurance matters, so for more information please contact us on +64 4 382 7650 or info@360lg.co.nz.

\*Please note: DAP was updated in 2012, this term was previously known as DDU  
Incoterms® is a registered trademark of the International Chamber of Commerce.

Every effort has been made to ensure this diagram's accuracy however this document should be used for reference only and is not intended as legal advice. 360 Logistics Group accepts no responsibility for errors or omissions in this diagram. Users should seek specific guidance from Incoterms® 2010 available through the ICC at [www.iccbooks.com](http://www.iccbooks.com)