

## INCOTERMS 2020

### **EXW = Ex-Works**

When the seller (shipper) places the goods at the buyer's (consignee) disposal on the seller's property or somewhere else (a factory, warehouse, etc.), this is known as Ex-Works. All further shipping charges and destination fees are the buyer's responsibility.

### **FCA = Free Carrier**

The seller (shipper) delivers the goods to the carrier or another party nominated by the buyer (consignee) at the seller's premises or another named place, as the risk passes to the buyer at that point.

### **FAS = Free Alongside Ship**

At the designated port of shipment, the seller (shipper) delivers when the products are positioned next to the vessel (on a barge or quay) that the buyer (consignee) has designated. The buyer assumes all liability for any loss or damage to the goods while they are on board the ship.

### **FOB = Free On Board**

At the designated port of shipment, the buyer (consignee) designates the vessel on which the seller (shipper) delivers the goods. Delivering the goods to the port of shipment, putting the products onto the ship, and paying export duties, taxes, and customs clearance are all expenses incurred by the seller.

### **CFR = Cost and Freight**

The seller (shipper) delivers the goods on board the vessel. The seller must contract for and pay

the costs and freight necessary to bring the goods to the named port of destination.

#### **CIF = Cost, Insurance, and Freight**

The cost and freight required to deliver the products to the specified port of destination must be agreed upon and paid for by the seller (shipper). Additionally, the seller agrees to insurance coverage against the buyer's (consignee) risk of losing or damaging the goods while they are being transported.

#### **CPT = Carriage Paid To**

The seller (shipper) delivers the goods to the carrier or another designated party at a predetermined location (if a site is agreed upon by the parties). The seller is responsible for covering any transportation expenses required to deliver the items to the specified location.

#### **CIP = Carriage and Insurance Paid To**

In addition to providing insurance coverage against the buyer's (consignee) risk of losing or damaging the goods during transit, the seller (shipper) bears the same obligations as CPT. The buyer must either make additional insurance arrangements or specifically agree with the seller if it wants greater insurance coverage.

#### **DAP = Delivered At Place**

The products are delivered by the seller (shipper) when they are ready for the buyer (consignee) to unload at the designated destination on the arriving transportation. Except for customs clearance, duties, and taxes, the seller is responsible for all risks associated with delivering the goods to the designated location.



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## **DPU = Delivered at Place Unloaded**

The seller (shipper) delivers when the goods are unloaded and placed at the disposal of the buyer (consignee) at a named place of destination. The seller bears all risks involved in bringing the goods to and unloading them at the named place of destination.

**DDP = Delivered Duty Paid**

The seller (shipper) delivers the goods when the goods are placed at the disposal of the buyer, cleared for import on the arriving means of transport, and ready for unloading at the named place of destination. All shipping expenses, including import customs clearance, duties, taxes, and any other fees associated with getting the goods to the specified destination, are covered by the seller.

Incoterms® 2020 Rules Responsibility Quick Reference Guide





Groups	Freight Collect Terms					Freight Prepaid Terms					
	Any Mode or Modes of Transport		Sea and Inland Waterway Transport			Any Mode or Modes of Transport					
Incoterm	ExW	FCA	FOB	CFR	CIF	CPT	CIP	DAP	DPU	DDP	
	Ex Works (Place)	Free Carrier (Place)	Free Alongside Ship (Port)	Free On Board (Port)	Cost and Freight (Port)	Cost Insurance & Freight (Port)	Carriage Paid To (Place)	Carriage & Insurance Paid to (Place)	Delivered at Place (Place)	Delivered at Place Unloaded (Place)	Duty Paid (Place)
Transfer of Risk	At Buyer's Disposal	On Buyer's Transport	Alongside Ship	On Board Vessel	On Board Vessel	On Board Vessel	At Carrier	At Carrier	At Named Place	At Named Place Unloaded	At Named Place
Obligations & Charges:											
Export Packaging	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	
Loading Charges	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	
Delivery to Port/Place	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	
Export Duty, Taxes & Customs Clearance	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	
Origin Terminal Charges	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	
Loading on Carriage	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	
Carriage Charges	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	
Insurance	Negotiable	Negotiable	Negotiable	Negotiable	Negotiable	*Seller	Negotiable	**Seller	Negotiable	Negotiable	
Destination Terminal Charges	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	
Delivery to Destination	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller	
Unloading at Destination	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	
Import Duty, Taxes & Customs Clearance	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	

\*CIF requires at least an insurance with the minimum cover of the Institute Cargo Clause (C) (Number of listed risks, subject to Remitted exclusions)

\*\*CIP requires at least an insurance with the minimum cover of the Institute Cargo Clause (A) (All risk, subject to Remitted exclusions)

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