



INCOTERMS® 2020 QUICK REFERENCE CHART

Incoterms 2020: Responsibilities of Parties

	Any Mode		Sea Transport Only				Any Mode				
	EXW	FCA	FAS	FOB	CFR	CIF	CPT	CIP	DAP	DPU	DDP
	Ex-Works	Free Carrier	Free Alongside Ship	Free On Board	Cost and Freight	Cost, Insurance, Freight	Carriage Paid To	Carriage and Insurance Paid	Delivered At Place	Delivered at Place Unloaded	Delivered Duty Paid
Risk transfers when:	Goods placed at buyer's disposal	Goods placed at buyer's disposal	Goods arrive alongside ship	Goods loaded on ship	Goods loaded on ship	Goods loaded on ship	Goods taken in charge by carrier	Goods taken in charge by carrier	Goods arrive at named destination	Goods unloaded at named destination	Goods arrive at named destination
Loading and inland transport	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Export taxes, clearance	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Unloading of the vehicle in the export port	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Loading fees in export port	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Main carriage	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Unloading fees in import port	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Negotiable	Seller	Seller	Seller	Seller
Loading to the transport vehicle in import port	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller
Transport to the delivery address	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller
Import formalities, duties, fees	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller
Unloading at named destination	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Buyer
Insurance	Negotiable	Negotiable	Negotiable	Negotiable	Negotiable	Seller Clauses (C)	Negotiable	Seller Clauses (A)	Negotiable	Negotiable	Negotiable

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EXW - Ex-Works, named place where shipment is available to the buyer, not loaded.

The seller makes the goods available at his premises. The buyer is responsible for the full cost and risk involved in bringing the goods to the destination. The buyer must carry out any required export formalities.

FCA - Free Carrier, unloaded at the seller's dock OR a named place where shipment is available to the International carrier or agent, not loaded.

Seller delivers when he has handed over the goods — cleared for export — to the charge of a carrier, or another person that is named by the buyer at the named place or point.

This term may be used for any mode of transport, including multi-modal transport.

CPT - Carriage Paid To, named place or port of destination. The seller must pay the costs and freight. Loss of, or damage to the goods is transferred to the buyer when the goods have been delivered into the custody of the chosen carrier.

This term may be used for any mode of transport.

CIP - Carriage and Insurance Paid To, named place or port of destination. Seller has to procure marine insurance against the buyer's risk of loss of or damage to the goods covering that period until the goods have been delivered.

This term is used for air or ocean containerized and rail-on roll-off shipments.

DAT - Delivered at Terminal, named terminal at port or place of destination. Seller delivers the goods, unloaded, at the named terminal. The seller covers all the costs of transport (export fees, carriage, unloading from main carrier at destination port and destination port charges) and assumes all risk until arrival at the destination port or terminal. All charges after unloading (duties, taxes, customs and on-carriage) go to buyer.

DAP - Delivered at Place, named place of destination

Seller delivers goods, risk passes from seller to buyer at the point of destination mentioned in the contract of delivery. All necessary legal formalities in the exporting country are completed by the seller at their own cost and risk to clear the goods for export.

Buyer covers customs duties and taxes. Any delay or demurrage charges are to be borne by the seller. Unloading cost at final destination are assumed by buyer.

DDP - Delivered Duty Paid, named place of destination

Seller is responsible for delivering the goods to the named place in the country of the buyer. Buyer is responsible for bringing the goods to the destination and unloading — including import duties and taxes. The seller is not responsible for unloading. The maximum obligations on the seller and minimum obligations on the buyer. No risk or responsibility is transferred to the buyer until delivery of the goods at the named place of destination.

FAS - Free Alongside Ship, named ocean port of shipment.

The seller fulfils his obligation to deliver at the named port of shipment. Buyer assumes all costs and risks of loss of or damage to the goods from that point. The seller is responsible to clear the goods for export.

This term can only be used for sea or inland waterway transport and its correct use is only when using a chartered ship, or when goods are not containerized.

FOB - Free on-board vessel, named ocean port or shipment.

The seller fulfils their obligation to deliver when the goods have passed over the ship's rail at the named port of shipment. Buyer assumes all costs and risks of loss of or damage to the goods from that point. The seller is responsible to clear the goods for export.

This term can only be used for sea or inland waterway transport. (Doesn't apply to airfreight)

CFR - Cost and Freight, Named ocean port of destination.

The seller must pay the costs and freight necessary to bring the goods to the named destination. Buyer assumes risk of loss of or damage to the goods when the goods pass the ship's rail in the port of shipment. The seller is responsible to clear the goods for export.

This term is used for ocean shipments.

CIF - Cost, Insurance and Freight, named ocean Port of Destination.

The seller must pay the costs and freight necessary to bring the goods to the named destination. The Buyer assumes risk of loss of or damage to the goods when the goods pass the ship's rail in the port of shipment. The seller is responsible to clear the goods for export. The seller has to procure marine insurance against the buyer's risk of loss of or damage to the goods.

This term is used for ocean shipments.