



## 2020 INCOTERMS



### 2020 INCOTERMS FOR ANY MODE OF TRANSPORT

|     |   |
|-----|---|
| EXW | Ex Works (insert place of delivery)   |
| FCA | Free Carrier (insert named place of delivery)   |
| CPT | Carriage Paid to (insert place of destination)  |
| CIP | Carriage and Insurance Paid To (insert place of destination)  |
| DAP | Delivered at Place (insert named place of destination)  |
| DPU | Delivered at Place Unloaded (insert of place of destination)<br><i>Note: the DPU Incoterms replaces the old DAT, with additional requirement for the seller to unload the goods from the arriving means of transport.</i> |
| DDP | Delivered Duty Paid (insert place of destination)   |

### 2020 INCOTERMS FOR SEA AND INLAND WATERWAY

|     |   |
|-----|---|
| FAS | Free Alongside Ship (insert name of port of loading)          |
| FOB | Free on Board (insert named port of loading)                  |
| CFR | Cost and Freight (insert named port of destination)           |
| CIF | Cost Insurance and Freight (insert named port of destination) |

The latest version of the Incoterms® 2020 rules is now published by International Chamber of Commerce (ICC) and protected by copyright. The revised rules reflect the latest developments in commercial transactions as of January 1, 2020, all sales contracts should include reference to the Incoterms® 2020 rules. You may obtain Incoterms® 2020 rules visit the ICC website. <https://iccwbo.org/resources-for-business/incoterms-rules/incoterms-2020/>



# INCOTERMS® 2020 RULES

## CHART OF RESPONSIBILITIES AND TRANSFER OF RISK

|   | Any Transit Mode    |                      | Sea/Inland Waterway Transport |                 |                 |                          | Any Transport Mode |                            |                    |                             |                     |
|---|---------------------|----------------------|-------------------------------|-----------------|-----------------|--------------------------|--------------------|----------------------------|--------------------|-----------------------------|---------------------|
|   | EXW                 | FCA                  | FAS                           | FOB             | CFR             | CIF                      | CPT                | CIP                        | DAP                | DPU                         | DDP                 |
|   | Ex Works            | Free Carrier         | Free Alongside Ship           | Free On Board   | Cost & Freight  | Cost Insurance & Freight | Carriage Paid To   | Carriage Insurance Paid To | Delivered at Place | Delivered at Place Unloaded | Delivered Duty Paid |
| 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      |
| Charges/Fees                            |                     |                      |                               |                 |                 |                          |                    |                            |                    |                             |                     |
| Packaging                               | Seller              | Seller               | Seller                        | Seller          | Seller          | Seller                   | Seller             | Seller                     | Seller             | Seller                      | Seller              |
| Loading Charges                         | Buyer               | Seller*              | Seller                        | Seller          | Seller          | Seller                   | Seller             | Seller                     | Seller             | Seller                      | Seller              |
| Delivery to Port/Place                  | Buyer               | Seller               | Seller                        | Seller          | Seller          | Seller                   | Seller             | Seller                     | Seller             | Seller                      | Seller              |
| Export Duty, Taxes & Security Clearance | Buyer               | Seller               | Seller                        | Seller          | Seller          | Seller                   | Seller             | Seller                     | Seller             | Seller                      | Seller              |
| Origin Terminal Charges                 | Buyer               | Buyer                | Seller                        | Seller          | Seller          | Seller                   | Seller             | Seller                     | Seller             | Seller                      | Seller              |
| Loading on Carriage                     | Buyer               | Buyer                | Buyer                         | Seller          | Seller          | Seller                   | Seller             | Seller                     | Seller             | Seller                      | Seller              |
| Carriage Charges                        | Buyer               | Buyer                | Buyer                         | Buyer           | Seller          | Seller                   | Seller             | Seller                     | Seller             | Seller                      | Seller              |
| Insurance                               |                     |                      |                               |                 |                 | Seller                   |                    | Seller                     |                    |                             |                     |
| Destination Terminal Charges            | Buyer               | Buyer                | Buyer                         | Buyer           | Buyer           | Buyer                    | Buyer**            | Buyer**                    | Seller             | Seller                      | Seller              |
| Delivery to Destination                 | Buyer               | Buyer                | Buyer                         | Buyer           | Buyer           | Buyer                    | Buyer              | Buyer                      | Seller             | Seller                      | Seller              |
| Import Duty, Taxes & Security Clearance | Buyer               | Buyer                | Buyer                         | Buyer           | Buyer           | Buyer                    | Buyer              | Buyer                      | Buyer              | Buyer                       | Seller              |



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This chart is designed to provide a basic level of understanding of Incoterms® 2020 Rules published by the International Chamber of Commerce (ICC). For a more detailed explanation, visit the ICC website.

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\* Seller is responsible if term is FCA at seller's facility.

\*\* If seller incurs costs under its contract of carriage, seller cannot recover the costs from the buyer without buyer's agreement.