

# Incoterms® 2020\* Reference Chart



SELLER/BUYER RISKS, COSTS AND OBLIGATIONS	Seller	Export	Transport	Origin Port		Ship	Destination Port		Import	Transport	Buyer
	Premise / named place	Customs Clearance	Inland Cartage to port	Alongside ship	Onboard vessel	Ocean / Air freight	Onboard vessel	Alongside ship	Customs Clearance	Inland Cartage to destination	Premise / not unloaded
	<b>Seller COSTS</b>										
	<b>RISK</b>										
		<b>Buyer COSTS</b>									
		<b>RISK</b>									
											<b>INSURANCE</b>
<b>EXW</b> Ex Works	■	■	■	■	■	■	■	■	■	■	■
<b>FCA</b> Free Carrier	■	■	■	■	■	■	■	■	■	■	■
<b>CPT</b> Carriage Paid To	■	■	■	■	■	■	■	■	■	■	■
<b>CIP</b> Carriage & Ins. Paid To	■	■	■	■	■	■	■	■	■	■	■
<b>DAP</b> Delivered at Place	■	■	■	■	■	■	■	■	■	■	■
<b>DDP</b> Delivered Duty Paid	■	■	■	■	■	■	■	■	■	■	■
<b>DPU</b> Delivered at Place Unloaded (New)	■	■	■	■	■	■	■	■	■	■	■
<b>FAS</b> Free Alongside Ship	■	■	■	■	■	■	■	■	■	■	■
<b>FOB</b> Free On Board	■	■	■	■	■	■	■	■	■	■	■
<b>CFR</b> Cost & Freight	■	■	■	■	■	■	■	■	■	■	■
<b>CIF</b> Cost, Insurance & Freight	■	■	■	■	■	■	■	■	■	■	■

Seller is only responsible for making the goods available at the Seller's premises. The Buyer bears the full risk from there to the destination.

Seller is responsible for delivery to the custody of the Carrier, which is provided by the Buyer. Risk is transferred as soon as loading has taken place. The place must be specified as the Seller's premises or another agreed place.

Seller delivers the goods to the Carrier at an agreed place of delivery and pays for transport to the named destination. Risk is transferred at the place of delivery, whereas Seller pays for transport to destination.

Seller delivers the goods to the Carrier at an agreed place of delivery and pays for transport and an all-risk insurance to the named destination. Risk is transferred at the place of delivery, whereas Seller pays for transport and insurance to destination. Illustration places destination as terminal (wharf).

Seller delivers the goods to the disposal of the Buyer on the arriving means of transport at the agreed place. Seller assumes the risk until the goods are made ready for loading from the arriving means of transport for unloading. Illustration places agreed place as terminal (wharf).

Seller is responsible for bringing the goods to the destination, paying any duty, and making the goods available to the Buyer. Risk is transferred as soon as the Buyer has access to the goods ready for unloading at agreed destination.

Seller delivers the goods unloaded at a specified place of delivery (Buyer's premises) or destination. Risk is transferred as soon as the goods have been unloaded.

Seller is responsible for delivery of the goods at the terminal (wharf) alongside the ship. From this point onwards, Risk lies with the Buyer.

Seller is responsible for delivery of the goods loaded on board the ship. Risk is transferred as soon as the goods are on board the ship.

Seller covers cost of freight, duty unpaid, to the named port of destination. Risk is transferred as soon as the goods are on board the ship.

Seller covers cost of insurance and freight, duty unpaid, to the named port of destination. Risk is transferred to the Buyer as soon as the goods are on board the ship.

\* This Incoterms reference chart is an interpretation only; a complete definition can be obtained from the ICC.

FAS, FOB, CFR, CIF Only apply to sea and inland waterways