



INCOTERMS

The chart reflects the responsibilities of buyers and sellers in international trade.

EXW: Ex works

FCA: Free Carrier

CPT: Carriage Paid to

CIP: Carriage and Insurance Paid to

DPU: Delivered at Place Unloaded

DAP: Delivered at Place

DDP: Delivery Duty Paid

FCA: Free Carrier (airport)

FCA: Free Carrier (railway station)














FAS: Free Alongside Ship

FOB: Free On Board

CFR: Cost and Freight

CIF: Cost, Insurance and Freight

INCOTERMS 2020

RISKS AND COSTS FROM SELLER TO BUYER															
		Seller	Export Customs Clearance	Inland Carrier Loaded	Sea / Air / Rail Terminal	Quay	Port of Loading / Loaded on Board	Main leg of Transport	Port of Discharge	Quay	Import Customs Clearance	Named Place	Sea / Inner Terminal	Buyer	
ALL MODES	EXW	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	
	FCA	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	
	CPT	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	
	CIP	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	
	DPU	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	
	DAP	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	
	DDP	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	
	RAILWAY	FCA	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●
		FAS	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●
		FOB	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●
MARITIME	CFR	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	
	CIF	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	●●●●	

●●●● Seller's Cost ———— Seller's Risk
●●●● Buyer's Cost ———— Buyer's Risk