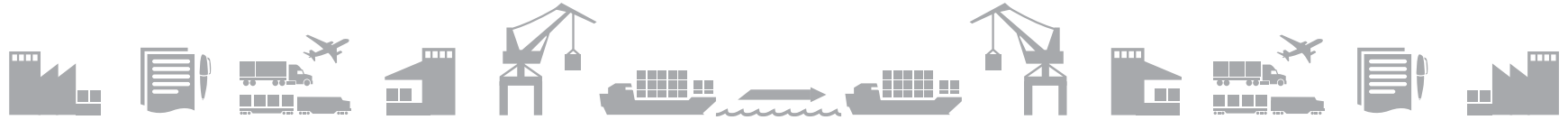


INCOTERMS® 2020



Terms	Seller / Exporter Named Place	Export Documents, Formalities and Fees	Pre-Carriage to Named Place, Not Unloaded	Delivery at Named Place / Port, Unloaded	Loading at Named Place / Port of Shipment	Loaded On Board Ship or Vessel	Transport by Sea or Inland Waterway Only	On Board Ship or Vessel, Not Unloaded	Discharging (unloading) at Named Place / Port of Destination	Delivery at Named Place / Terminal	Onward Carriage to Named Place, Not Unloaded	Import Documents, Formalities and Duties	Buyer / Importer Named Place, Unloaded
EXW	Seller	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer
FCA	Seller	Seller	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer
FAS	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer
FOB	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer
CFR	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer	Buyer	Buyer
CIF	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer	Buyer	Buyer
CPT	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer
CIP	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer
DPU	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Seller
DAP	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer
DDP	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Buyer



All modes of transport
 Sea and Inland ways

Risk borne by seller
 Risk borne by buyer

Group E - Departure

EXW - Ex Works (named place)

The seller makes the goods available at his premises.

Group F - Main Carriage Unpaid

FCA - Free Carrier (named place)

The seller hands over the goods, cleared for export, into the custody of the first carrier (named by the buyer) at the named place. This term is suitable for all modes of transport, including carriage by air, rail, road and containerised / multi-modal transport.

FAS - Free Alongside Ship (named loading port)

The seller must place the goods alongside the ship at the named port. The seller must clear the goods for export; this changed in the 2000 version of the Incoterms. Suitable for maritime transport only.

FOB - Free On Board (named loading port)

The classic maritime trade term, Free On Board: seller must load the goods on board the ship nominated by the buyer, cost and risk being divided at ship's rail. The seller must clear the goods for export. Maritime transport only.

Group C - Main Carriage Paid

CFR - Cost and Freight (named destination port)

Seller must pay the costs and freight to bring the goods to the port of destination. However, risk is transferred to the buyer once the goods have crossed the ship's rail. Maritime transport only.

CIF - Cost, Insurance and Freight (named destination port)

Exactly the same as CFR except that the seller must in addition procure and pay for insurance for the buyer. Maritime transport only.

CPT - Carriage Paid To (named place of destination)

The general / containerised / multimodal equivalent of CFR. The seller pays for carriage to the named point of destination, but risk passes when the goods are handed over to the first carrier.

CIP - Carriage and Insurance Paid to (named place of destination)

The containerised transport / multimodal equivalent of CIF. Seller pays for carriage and insurance to the named destination point, but risk passes when the goods are handed over to the first carrier.

Group D - Arrival

DDP - Delivered Duty Paid (named dest. place)

Seller pays for all transportation costs and bears all risk until the goods have been delivered and pays the duty. Also used interchangeably with the term "Free Domicile."

DPU - Delivered At Place Unloaded (named dest. place)

Seller is responsible for export clearance, delivery of the goods packed to destination place, all transport costs to named place and unloading (only term to include unloading). Buyer is responsible for import clearance and freight beyond unloading at named place. No insurance obligation by either party.

DAP - Delivered At Place (named dest. place) (replaces DDU, DAF, DES, DEQ)

Seller is responsible for export clearance, deliver the goods appropriately packed at named destination and pay all transport costs to named destination (no unloading). Buyer is responsible for unloading, import clearance and and freight beyond unloading at named place. No insurance obligation by either party.