



INCOTERMS 2020

● SELLER ● BUYER



		SELLER	CARRIER	ALONGSIDE SHIP	ON BOARD CARRIER	CARRIER	PORT OF DESTINATION	ALONGSIDE SHIP	CARRIER	DESTINATION	BUYER	FREIGHT/RISK	DETAILS
EXW <small>EX WORKS</small>	COST	█										FREIGHT: Seller's premise RISK: Seller's premise	Seller is only responsible for making the goods available at the seller's premises. The buyer bears the full risk from there to destination.
	RISK	█											
	INSURANCE	█											
FCA <small>FREE CARRIER</small>	COST	█	█									FREIGHT: Freight handler RISK: Freight handler	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.
	RISK	█	█										
	INSURANCE	█	█										
CPT <small>CARRIAGE PAID TO</small>	COST	█	█	█	█	█	█	█				FREIGHT: Destination RISK: First freight handler	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 the destination.
	RISK	█	█	█	█	█	█	█					
	INSURANCE	█	█										
CIP <small>CARRIAGE AND INSURANCE PAID TO</small>	COST	█	█	█	█	█	█	█				FREIGHT: Destination RISK: First freight handler	Seller delivers the goods to the carrier at an agreed place of delivery and pays for transport and all risk insurance* insurance to the named destination. Risk is transferred at the place of delivery, whereas seller pays for transport and insurance to the destination. <small>* Under Incoterms 2010 limited insurance coverage was sufficient.</small>
	RISK	█	█	█	█	█	█	█					
	INSURANCE	█	█	█	█	█	█	█					
NEW DPU <small>DELIVERED AT PLACE UNLOADED</small>	COST	█	█	█	█	█	█	█				FREIGHT: Destination RISK: Destination	Seller delivers the goods unloaded at a specified place of delivery or destination. Risk is transferred as soon as the goods have been unloaded.
	RISK	█	█	█	█	█	█	█					
	INSURANCE	█	█	█	█	█	█	█					
DAP <small>DELIVERED AT PLACE</small>	COST	█	█	█	█	█	█	█	█			FREIGHT: Place of destination RISK: Arriving means of transport at destination	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 unloading from the arriving means of transport.
	RISK	█	█	█	█	█	█	█	█				
	INSURANCE	█	█	█	█	█	█	█	█				
DDP <small>DELIVERED DUTY PAID</small>	COST	█	█	█	█	█	█	█	█	█		FREIGHT: Destination RISK: Destination	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 the agreed destination.
	RISK	█	█	█	█	█	█	█	█				
	INSURANCE	█	█	█	█	█	█	█	█				
SEA AND INLAND WATERWAYS ONLY													
FAS <small>FREE ALONGSIDE SHIP</small>	COST	█	█	█								FREIGHT / RISK: Shipment in port of departure	Seller is responsible for delivery of the goods at the quay alongside the ship. From this point onwards, risk lies with the buyer.
	RISK	█	█	█									
	INSURANCE	█	█	█									
FOB <small>FREE ON BOARD</small>	COST	█	█	█	█							FREIGHT: On board ship RISK: On board ship	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.
	RISK	█	█	█	█								
	INSURANCE	█	█	█	█								
CFR <small>COST AND FREIGHT</small>	COST	█	█	█	█	█						FREIGHT: Port of destination RISK: On board 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.
	RISK	█	█	█	█	█							
	INSURANCE	█	█	█	█								
CIF <small>COST, INSURANCE AND FREIGHT</small>	COST	█	█	█	█	█	█					FREIGHT: Port of destination RISK: On board ship	Seller covers cost of insurance and freight, duty unpaid, to the named port of destination. Risk is transferred as soon as the goods are on board the ship.
	RISK	█	█	█	█	█	█						
	INSURANCE	█	█	█	█	█	█						