



INCOTERMS 2020

● SELLER ● BUYER



		SELLER	CARRIER	ALONGSIDE SHIP	ON BOARD CARRIER	CARRIER	PORT OF DESTINATION	ALONGSIDE SHIP	CARRIER	DESTINATION	BUYER	FREIGHT/RISK	DETAILS
EXW EX WORKS	COST RISK INSURANCE											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.
FCA FREE CARRIER	COST RISK INSURANCE											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.
CPT CARRIAGE PAID TO	COST RISK INSURANCE											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.
CIP CARRIAGE AND INSURANCE PAID TO	COST RISK INSURANCE											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. * Under Incoterms 2010 limited insurance coverage was sufficient.
NEW DPU DELIVERED AT PLACE UNLOADED	COST RISK INSURANCE											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.
DAP DELIVERED AT PLACE	COST RISK INSURANCE											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.
DDP DELIVERED DUTY PAID	COST RISK INSURANCE											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.
SEA AND INLAND WATERWAYS ONLY													
FAS FREE ALONGSIDE SHIP	COST RISK INSURANCE											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.
FOB FREE ON BOARD	COST RISK INSURANCE											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.
CFR COST AND FREIGHT	COST RISK INSURANCE											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.
CIF COST, INSURANCE AND FREIGHT	COST RISK INSURANCE											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.