



INCOTERMS 2020

● SELLER ● BUYER



| Incoterm | Category | CUSTOMS CLEARANCE | LOADING AT SELLER | FREIGHT TERMINAL | LOCAL CARRIER | ALONGSIDE SHIP | LOADING | MAIN CARRIER | UNLOADING | ALONGSIDE SHIP | LOCAL CARRIER | FREIGHT TERMINAL | UNLOADING AT BUYER | CUSTOMS CLEARANCE | Freight/Risk |
|--|-----------|-------------------|-------------------|------------------|---------------|----------------|---------|--------------|-----------|----------------|---------------|------------------|--------------------|-------------------|---|
| EXW EX WORKS | COST | | | | | | | | | | | | | | FREIGHT: Seller's premise RISK: Seller's premise |
| | RISK | | | | | | | | | | | | | | |
| | INSURANCE | | | | | | | | | | | | | | |
| FCA FREE CARRIER | COST | | | | | | | | | | | | | | FREIGHT: Freight handler RISK: Freight handler |
| | RISK | | | | | | | | | | | | | | |
| | INSURANCE | | | | | | | | | | | | | | |
| CPT CARRIAGE PAID TO | COST | | | | | | | | | | | | | | FREIGHT: Destination RISK: First freight handler |
| | RISK | | | | | | | | | | | | | | |
| | INSURANCE | | | | | | | | | | | | | | |
| CIP CARRIAGE AND INSURANCE PAID TO | COST | | | | | | | | | | | | | | FREIGHT: Destination RISK: First freight handler |
| | RISK | | | | | | | | | | | | | | |
| | INSURANCE | | | | | | | | | | | | | | |
| DPU DELIVERED AT PLACE UNLOADED | COST | | | | | | | | | | | | | | FREIGHT: Destination RISK: Destination |
| | RISK | | | | | | | | | | | | | | |
| | INSURANCE | | | | | | | | | | | | | | |
| DAP DELIVERED AT PLACE | COST | | | | | | | | | | | | | | FREIGHT: Place of destination RISK: Arriving means of transport at destination |
| | RISK | | | | | | | | | | | | | | |
| | INSURANCE | | | | | | | | | | | | | | |
| DDP DELIVERED DUTY PAID | COST | | | | | | | | | | | | | | FREIGHT: Destination RISK: Destination |
| | RISK | | | | | | | | | | | | | | |
| | INSURANCE | | | | | | | | | | | | | | |
| SEA AND INLAND WATERWAYS ONLY | | | | | | | | | | | | | | | |
| FAS FREE ALONGSIDE SHIP | COST | | | | | | | | | | | | | | FREIGHT: Shipside in port of departure RISK: Shipside in port of departure |
| | RISK | | | | | | | | | | | | | | |
| | INSURANCE | | | | | | | | | | | | | | |
| FOB FREE ON BOARD | COST | | | | | | | | | | | | | | FREIGHT: On board ship RISK: On board ship |
| | RISK | | | | | | | | | | | | | | |
| | INSURANCE | | | | | | | | | | | | | | |
| CFR COST AND FREIGHT | COST | | | | | | | | | | | | | | FREIGHT: Port of destination RISK: On board ship |
| | RISK | | | | | | | | | | | | | | |
| | INSURANCE | | | | | | | | | | | | | | |
| CIF COST, INSURANCE AND FREIGHT | COST | | | | | | | | | | | | | | FREIGHT: Port of destination RISK: On board ship |
| | RISK | | | | | | | | | | | | | | |
| | INSURANCE | | | | | | | | | | | | | | |