

INCOTERMS® 2020



| INCOTERMS | SELLER | CUSTOMS | LOADING | CARRIER | CARGO TERMINAL | PORT | TRANSPORT | PORT | CARGO TERMINAL | CARRIER | CUSTOMS | UNLOADING | BUYER |
|--|----------------|---------|---------|---------------------------------|--------------------------------|------|---------------------------------|------|----------------|--------------------------------|---------|-----------------|---------------|
| EXW Ex Works | Seller's costs | | | | | | | | | | | | Buyer's costs |
| | Seller's risk | ! | | | | | | | | | | | Buyer's risk |
| FCA Free Carrier | Seller's costs | | | or any other | | | | | | | | | Buyer's costs |
| | Seller's risk | | ! | agreed point of delivery | | | | | | | | | Buyer's risk |
| FAS Free Alongside Ship | Seller's costs | | | | | ! | | | | | | | Buyer's costs |
| | Seller's risk | | | | | | | | | | | | Buyer's risk |
| FOB Free On Board | Seller's costs | | | | | | ! | | | | | | Buyer's costs |
| | Seller's risk | | | | | | | | | | | | Buyer's risk |
| CFR Cost & Freight | Seller's costs | | | | | | | ! | | | | | Buyer's costs |
| | Seller's risk | | | | | | | | | | | | Buyer's risk |
| CIF Cost, Insurance & Freight | Seller's costs | | | | | | insurance obligatory for seller | ! | | | | | Buyer's costs |
| | Seller's risk | | | | | | | ! | | | | | Buyer's risk |
| CPT Carriage Paid To | Seller's costs | | | | | | | | ! | or any other point of delivery | | | Buyer's costs |
| | Seller's risk | | | ! | or any other point of delivery | | | | | | | | Buyer's risk |
| CIP Carriage & Insurance Paid To | Seller's costs | | | insurance obligatory for seller | | | | | ! | or any other point of delivery | | | Buyer's costs |
| | Seller's risk | | | ! | or any other point of delivery | | | | | | | | Buyer's risk |
| DAP Delivered At Place | Seller's costs | | | | | | | | | | ! | or any other | Buyer's costs |
| | Seller's risk | | | | | | | | | | | agreed location | Buyer's risk |
| DPU Delivered At Place Unloaded | Seller's costs | | | | | | | | | | ! | or any other | Buyer's costs |
| | Seller's risk | | | | | | | | | | | agreed location | ! |
| DDP Delivered Duty Paid | Seller's costs | | | | | | | | | | | ! | Buyer's costs |
| | Seller's risk | | | | | | | | | | | | ! |