

Seller

Buyer

Incoterms® Rule	Delivery of goods	Transport Risk	Carriage	Insurance	Export Formalities	Import Formalities	Checking Packaging Marking	Loading	Unloading
EXW Ex Works (Named place of delivery)	At the disposal of the buyer, not loaded	Buyer	Buyer	Buyer*	Buyer	Buyer	Seller	Buyer	Buyer
FCA Free Carrier (Named place of delivery)	a) Loaded on the means of transport or b) when are placed at the disposal of the carrier ready for unloading	Buyer	Buyer	Buyer*	Seller	Buyer	Seller	Seller	Buyer
FAS Free Alongside Ship (Named port of shipment)	Alongside the vessel	Buyer	Buyer	Buyer*	Seller	Buyer	Seller	Seller	Buyer
FOB Free On Board (Named port of shipment)	On board the vessel	Buyer	Buyer	Buyer*	Seller	Buyer	Seller	Seller	Buyer
CPT Carriage Paid to (Named place of destination)	Over to the carrier	Buyer	Seller	Buyer*	Seller	Buyer	Seller	Seller	Buyer
CIP Carriage and Insurance Paid To (Named place of destination)	Over to the carrier	Buyer	Seller	Seller°	Seller	Buyer	Seller	Seller	Buyer
CFR Cost and Freight (Named port of destination)	On board the vessel	Buyer	Seller	Buyer*	Seller	Buyer	Seller	Seller	Buyer
CIF Cost, Insurance and Freight (Named port of destination)	On board the vessel	Buyer	Seller	Seller°°	Seller	Buyer	Seller	Seller	Buyer
DAP Delivered at Place (Named place of destination)	At the disposal of the buyer ready for unloading	Seller	Seller	Seller**	Seller	Buyer	Seller	Seller	Buyer
DPU Delivered at Place Unloaded (Named place of destination)	At the disposal of the buyer, unloaded	Seller	Seller	Seller**	Seller	Buyer	Seller	Seller	Seller
DDP Delivered Duty Paid (Named place of destination)	At the disposal of the buyer ready for unloading.	Seller	Seller	Seller**	Seller	Seller	Seller	Seller	Buyer

Sea and Inland Waterway Transport

Any mode of transport

This chart is designed to provide a basic level of understanding of Incoterms® 2020. For more information, see the official publication of Incoterms® 2020.

**No obligation to obtain an insurance contract, though the risks are bear by the Buyer*

*** No obligation to obtain an insurance contract, though the risks are bear by the Seller*

°: The seller must obtain at its own cost cargo insurance complying with the cover provided by Clauses (A) of the Institute Cargo Clauses (LMA/IUA) or any similar clauses as appropriate to the means of transport used. The insurance shall cover, at a minimum, the price provided in the contract plus 10% (i.e. 110%) and shall be in the currency of the contract.

°°: The seller must obtain, at its own cost, cargo insurance complying with the cover provided by Clauses (C) of the Institute Cargo Clauses (LMA/IUA) or any similar clauses. The insurance shall cover, at a minimum, the price provided in the contract plus 10% (i.e. 110%) and shall be in the currency of the contract.

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FCA: the buyer could arrange for carriage with own means of transport

DAP/DPU/DDP: the seller could arrange for carriage with own means of transport

Detailed info regarding Delivery, Risk and Costs are available here: <https://bit.ly/37cDnjV>

This chart is available in pdf format here: <https://bit.ly/32LmQ2J>

The content of this chart has been compiled with meticulous care and to the best of our knowledge. However, we cannot assume any liability for the up to dateness, completeness or accuracy of any of the pages.

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