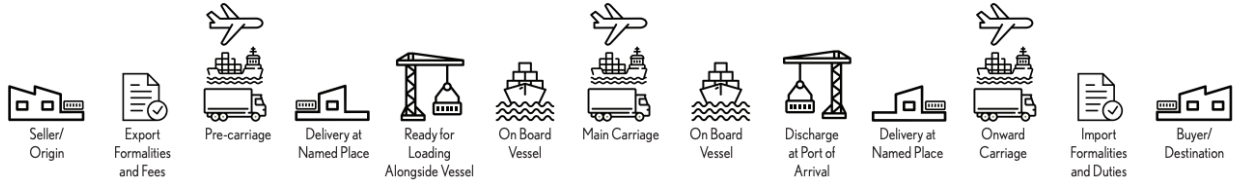


INCOTERMS® 2020

CARRIAGE

RISKS

COST



RULES FOR ALL MODES

EXW
EX Works
....named place of delivery

Loading and carriage of the goods from the "named place of delivery" are arranged by the **BUYER**

Risk transfers from the **SELLER** to the **BUYER** when the goods are made available to **BUYER** at **SELLER'S** "named place of delivery," not loaded

Costs transfer from the **SELLER** to the **BUYER** when the goods are made available to **BUYER** at **SELLER'S** "named place of delivery," not loaded

FCA
Free carrier
....named place of delivery

Carriage is arranged by the **BUYER** or by the **SELLER** on behalf of the **BUYER**

Risk transfers from the **SELLER** to the **BUYER** when the goods have been delivered to the **CARRIER** at the "named place of delivery"

Cost transfers from the **SELLER** to the **BUYER** when the goods have been delivered to the **CARRIER** at the "named place of delivery"

CPT
Carriage paid to
....named place of delivery

Carriage of the goods to the "named place of destination" is arranged by the **SELLER**

Risk transfers from the **SELLER** to the **BUYER** when the goods have been delivered to the (first) **CARRIER**

Costs transfers from the **SELLER** to the **BUYER** at the "named place of destination"

CIP
Carriage+Insurance paid
....named place of delivery

Carriage of the goods to the "named place of destination" is arranged by the **SELLER**

Risk transfers from the **SELLER** to the **BUYER** when the goods have been delivered to the (first) **CARRIER**

Costs transfers from the **SELLER** to the **BUYER** at the "named place of destination"

DAP
Delivered at place
....named place of delivery

Carriage of the goods to the "named place of destination," ready for unloading, is arranged by the **SELLER**

Risk transfers from the **SELLER** to the **BUYER** when the goods are made available, ready for unloading at the "named place of destination"

Costs transfers from the **SELLER** to the **BUYER** when the goods are made available, ready for unloading at the "named place of destination"

DPU
Delivered at place unloaded
....named place of delivery

Carriage of the goods to the "named place unloaded at port or place of destination," unloaded, is arranged by the **SELLER**

Risk transfers from the **SELLER** to the **BUYER** when the goods are made available to the **BUYER** at the "named place unloaded at port or place of destination," unloaded

Costs transfer from the **SELLER** to the **BUYER** when the goods are made available to the **BUYER** at the "named place unloaded at port or place of destination," unloaded

DDP
Delivered duty paid
....named place of delivery

Carriage of the goods to the "named place of destination," ready for unloading, is arranged by the **SELLER**

Risk transfers from the **SELLER** to the **BUYER** when the goods are made available ready for unloading at the "named place of destination"

Costs transfer from the **SELLER** to the **BUYER** when the goods are made available ready for unloading, cleared for import, at the "named place of destination"

RULES FOR SEA & INLAND WATERWAYS ONLY

FAS
Free alongside vessel
....named place of delivery

Pre-Carriage of the goods is arranged by the **SELLER** main carriage of goods is arranged by the **BUYER**

Risk transfers from the **SELLER** to the **BUYER** when the goods have been placed alongside the vessel at the "named port of shipment"

Cost transfers from the **SELLER** to the **BUYER** when the goods have been placed alongside the vessel at the "named port of shipment"

FOB
Free on board
....named place of delivery

Pre-carriage of the goods is arranged by the **SELLER** main carriage of the goods is arranged by the **BUYER**

Risk transfers from the **SELLER** to the **BUYER** when the goods are loaded on board the vessel at the "named port of shipment"

Costs transfers from the **SELLER** to the **BUYER** when the goods are loaded on board the vessel at the "named port of shipment"

CFR
Cost and freight
....named place of delivery

Carriage of the goods to the "named place of destination" is arranged by the **SELLER** onward carriage is arranged by the **BUYER**

Risk transfers from the **SELLER** to the **BUYER** when the goods are loaded on board the ship at the "named port of shipment" (not destination)

Costs transfer from the **SELLER** to the **BUYER** upon delivery of the goods, not unloaded at the "named port of shipment"

CIF
Cost, insurance & freight
....named place of delivery

Carriage of the goods and insurance to the "named port of shipment" are arranged by the **SELLER** onward carriage is arranged by the **BUYER**

Risk transfers from the **SELLER** to the **BUYER** when the goods are loaded on board the ship at the "named port of shipment" (not destination)

Costs transfer from the **SELLER** to the **BUYER** upon delivery of the goods, not unloaded, at the "named port of destination"

