

INCOTERMS® RULES 2020

Point of Delivery and Transfer of Risk



	The Seller	First Carrier	Alongside Ship	Loading Port	Transport	Destination Port	Alongside Ship	Final Carrier	The Buyer	The Buyer	
EXW	Ex Works	!	Agreed Place								
FCA	Free Carrier	!	Agreed Place	!							
FAS	Free Alongside Ship		!	Port of Loading							
FOB	Free on Board			!	Port of Loading						
CFR	Cost & Freight			!		Port of Destination					
CIF	Cost, Insurance, & Freight			!		Port of Destination					
CPT		!				Cost Paid To				Place of Destination	
CIP		!				Carrier & Insurance Paid To				Place of Destination	
DPU						Delivered at Place Unloaded		!		Place of Destination	
DAP						Delivered at Place				!	Destination
DDP						Delivered Duty Paid				!	Destination



Seller's Obligation
 Buyer's Obligation
 ! Transfer of Risk

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International Trade Terms Defined



EXW	Seller is only responsible for making the goods available at the seller's premises. The buyer bears the full risk from there to the destination.
FCA	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.
CPT	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	Seller delivers the goods to the carrier at an agreed place of delivery and pays for transport to the named destination and the insurance. Risk is transferred at the place of delivery, whereas seller pays for transport to the destination.
DPU	Seller delivers and unloads the goods at a specified place inside the agreed upon terminal. Risk is transferred as soon as the goods have been unloaded.
DAP	Seller delivers the goods to agreed destination at the disposal of the buyer on the arriving means of transport ready to be unloaded at the named place of destination. The seller bears all risks involved in bringing the goods to the named place.
DDP	Seller is responsible for bringing the goods to the destination, paying and 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.
FAS	Seller is responsible for the delivery of the goods at the quay alongside the ship. From this point onwards, risk lies with the buyer.
FOB	Seller is responsible for delivery of the goods loaded on board the ship. Risk is transferred as soon as the goods have been set down inside the ship.
CFR	Seller covers cost of freight, duty unpaid, to the named port of destination. Risk is transferred as soon as the goods have been set down inside the ship.
CIF	Seller covers cost of insurance and freight, duty unpaid, to the named port of destination. Risk is transferred as soon as the goods have been set down inside the ship.

 All Modes of Transport	 Sea and Inland Waterways
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Responsibility Matrix for Contract of Sale



Mode of Transport	Freight Collect Terms					Freight Prepaid Terms						
	EXW Ex-Works	FCA Free Carrier (Warehouse)	FCA Free Carrier (Port/Airport)	FAS Free Alongside Ship	FOB Freight on Board	CFR Cost & Freight	CIF Cost Insurance & Freight	CPT Carriage Paid To	CIP Carriage & Insurance Paid	DPU Delivered at Place Unloaded	DAP Delivered at Place	DDP Delivered Duty Paid
	Any Mode	Any Mode	Any Mode	Ocean Only	Ocean Only	Ocean Only	Ocean Only	Any Mode	Any Mode	Any Mode	Any Mode	Any Mode
Obligations and Charges												
Export Packaging	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Export Formalities	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Loading at Point of Origin	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Origin Inland Freight	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Origin Port Charges	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Forwarder Fees	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Ocean / Air Freight	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Destination Port Charges	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller
Customs Clearance	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller
Import Duties & Taxes	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller
Delivery Charges to Final Destination	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller